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Third Fiscal Quarter FY18 Financial Results

November 29, 2017

Forward-Looking Statements and Non-GAAP Financial 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 anticipated operating margins, its ability to achieve its long-term operating model targets (including its revenue target of $1 billion), its ability to achieve positive free cash flow for the fourth quarter of fiscal 2018 and the full fiscal year ending January 31, 2018, its ability achieve non-GAAP profitability during a quarter in fiscal year 2019, recent and planned product introductions and enhancements, the short- and long-term success and benefits of such product introductions and enhancements, and the 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 fourth 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 Box's most recent Quarterly Report on Form 10-Q filed for the fiscal quarter ended July 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 November 29, 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 November 29, 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

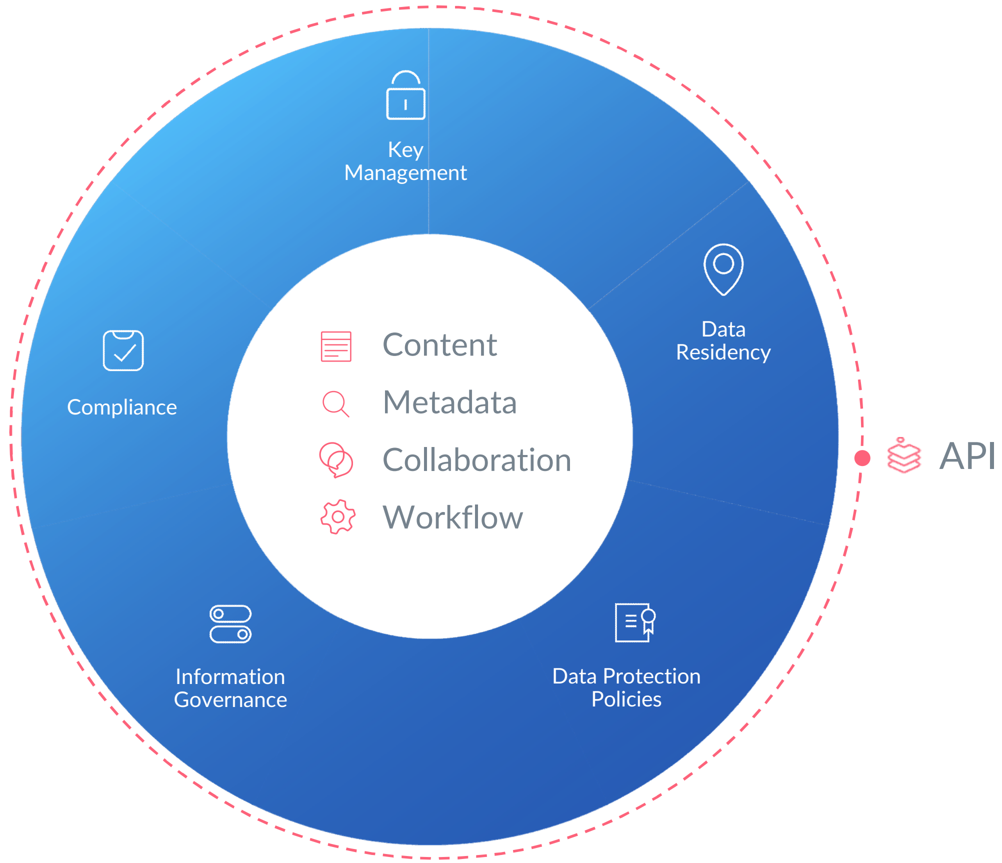
IT organizations

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

Business

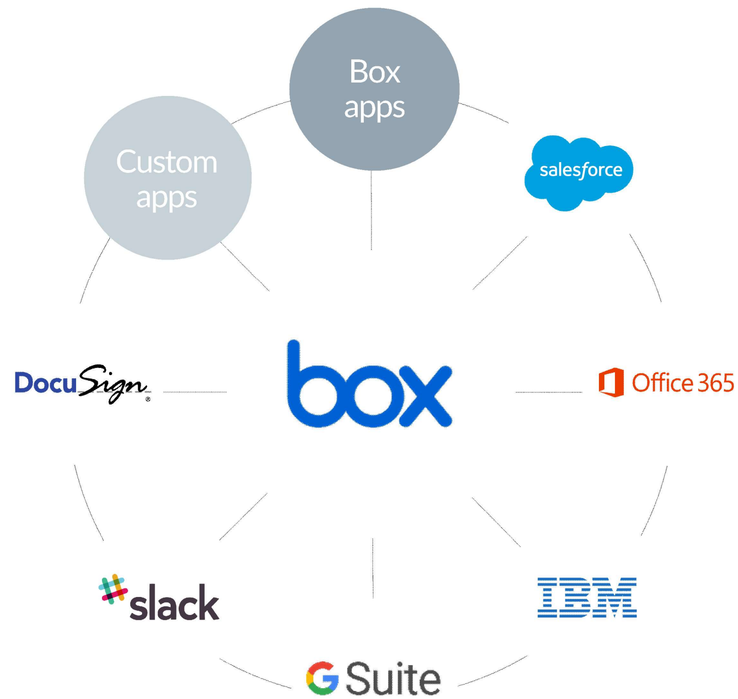
- Customers expect modern services
- Need to innovate and speed up processes

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

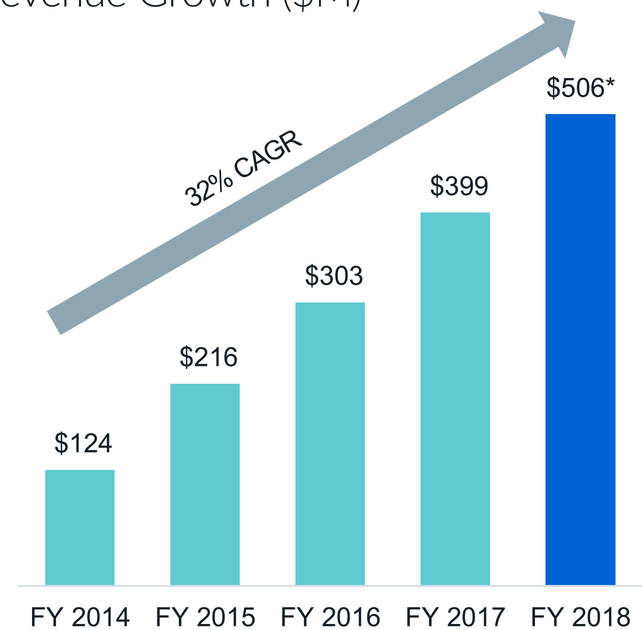
Content submission and approval

Field worker enablement

Custom digital apps

A Leader in Cloud Content Management

Revenue Growth ($M)



* Rounded from mid-point of guidance range as of November 29, 2017

- Sustained strong revenue growth
- ~96% recurring revenue, SaaS product
- 80,000 paying customers, 67% of Fortune 500
- Significant new products
- Focus on positive Free Cash Flow & Op Margin improvement
- Strategic international expansion and go-to-market investments
- Key alliances with Google, IBM and Microsoft
- 1,700+ Employees

80K

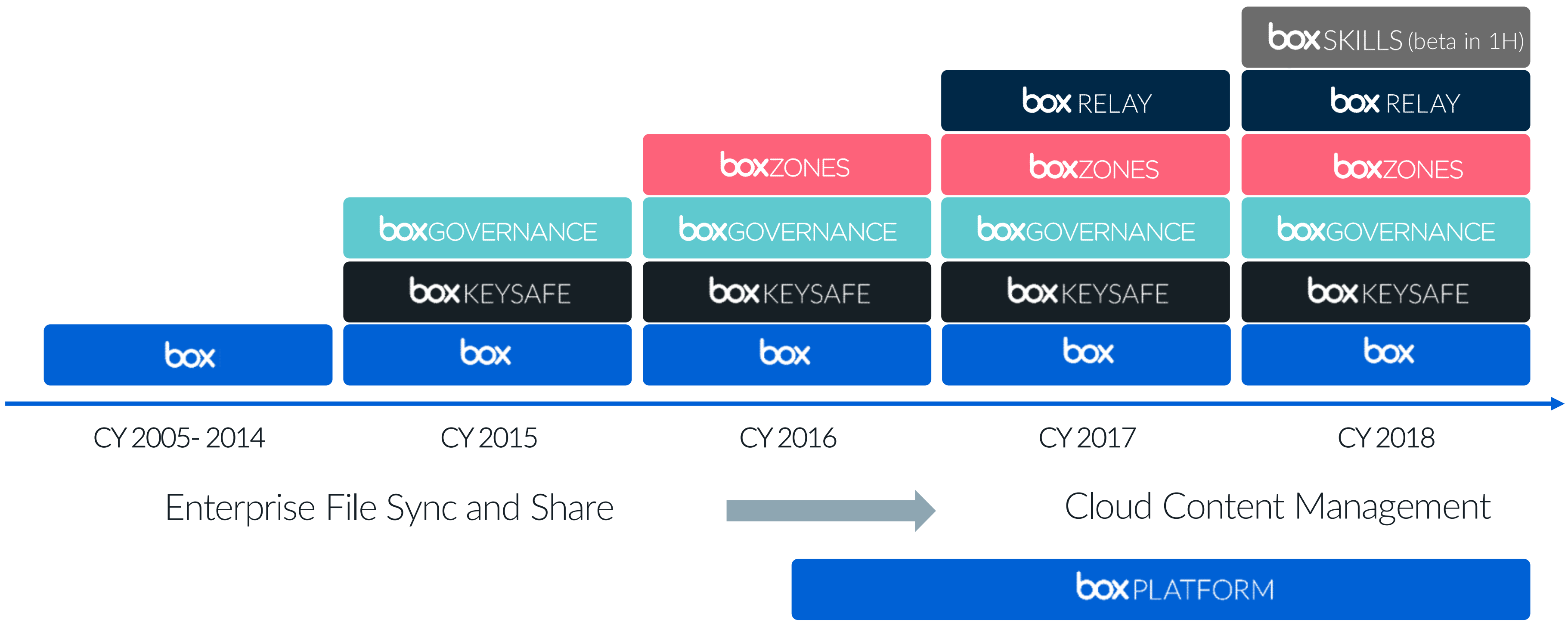
Paying Customers

67%

Fortune 500

Expanding Revenue-Generating Products

New products add 20-30% pricing uplift



Third Quarter Fiscal 2018 Financial Highlights

Record Revenue and Improved Cash Flow from Operations by $21 Million YoY

	Q3FY18	Q3FY17	Y/Y Growth
Revenue	$129.3M	$102.8M	26%
Billings	$141.5M	$112.4M	26%
Deferred Revenue	$253.0M	$192.6M	31%
GAAP EPS	(32¢)	(30¢)	(2¢)
Non-GAAP EPS	(13¢)	(14¢)	1¢
Cash Flow from Operations	$14.1M	($6.8M)	$20.9M
Free Cash Flow	$6.3M	($10.9M)	$17.2M

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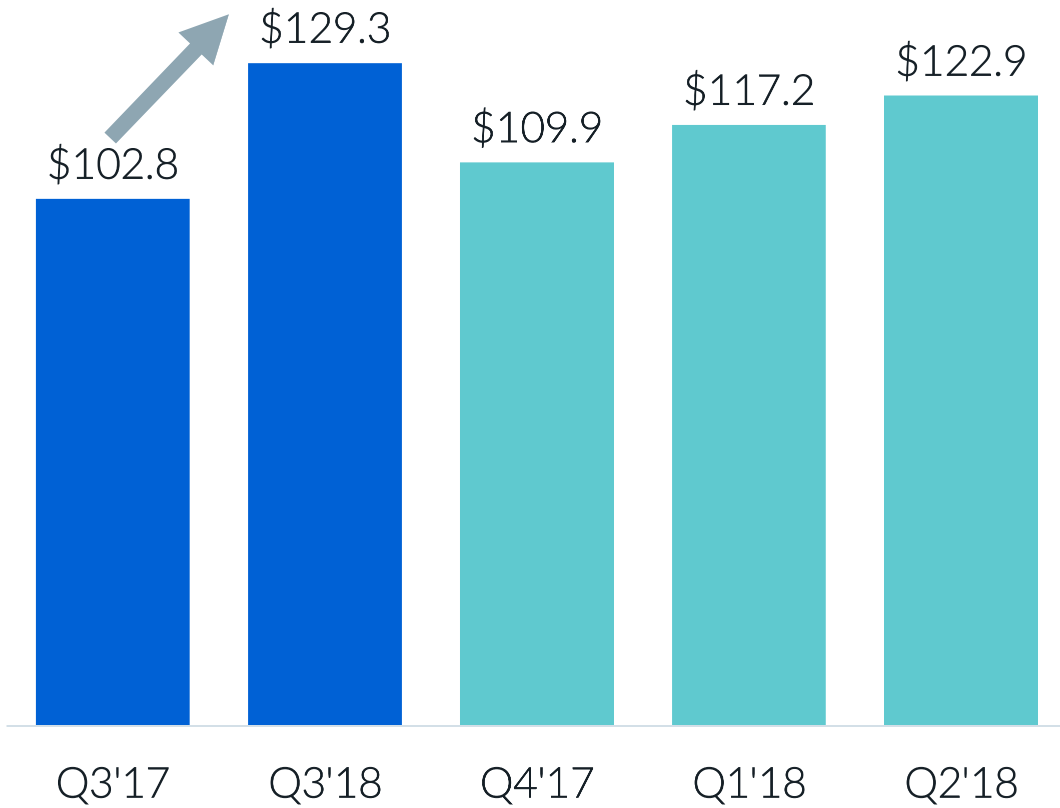
Note: Non-GAAP EPS and Free Cash Flow shown on a non-GAAP basis (reconciliations to the GAAP basis can be found in the Appendix of this presentation).

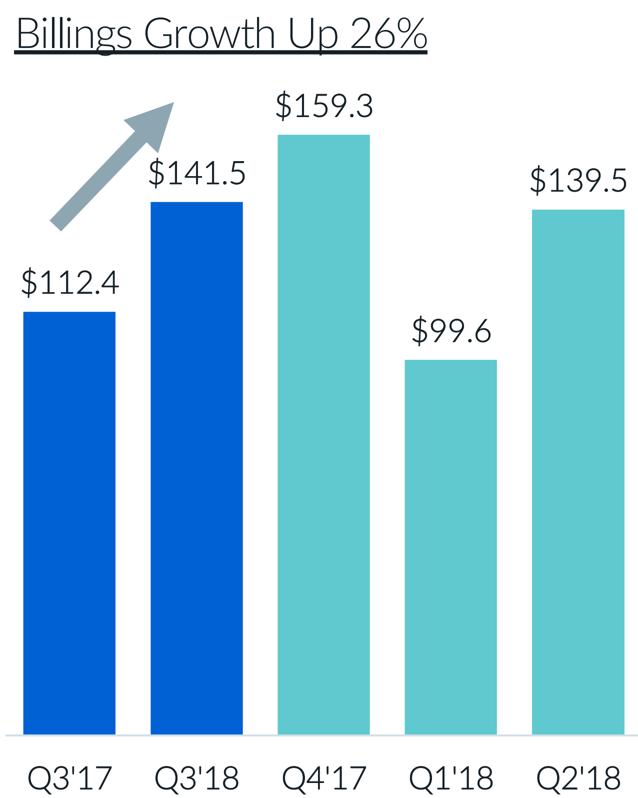
Revenue Growth of 26% YoY ($M)

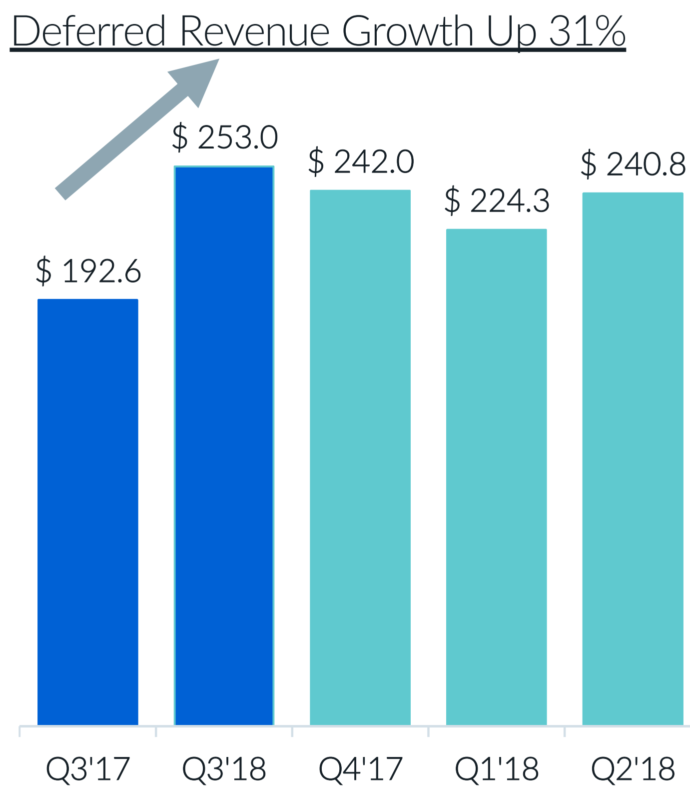
Driven by Best-In-Class Retention Rate



Billings & Deferred Revenue Growth YoY ($M)

New Product Traction





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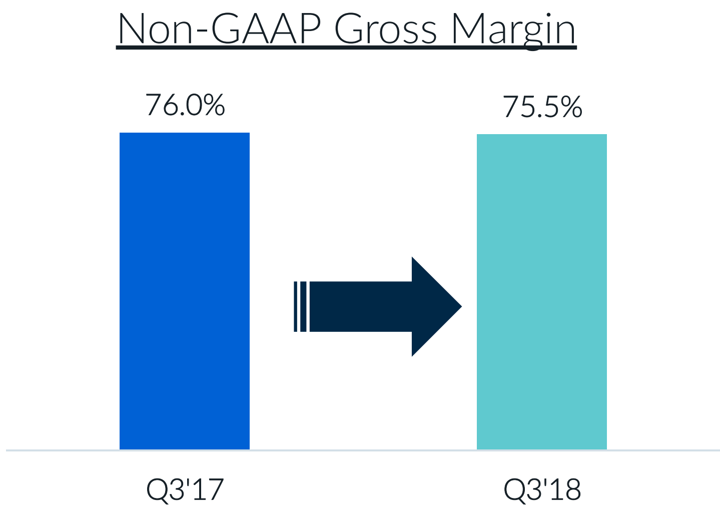
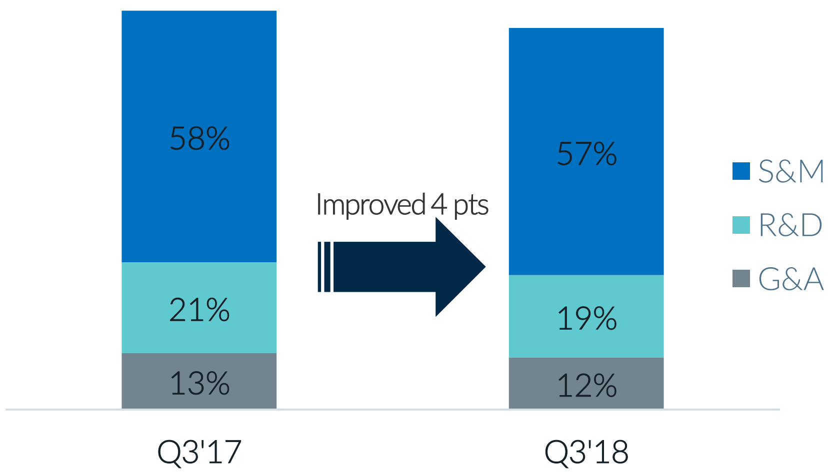
Gross Margin and Operating Expense

Q3'18 GAAP Gross Margin 73.3%, Non-GAAP 75.5%
Q3'18 GAAP Op Expense $137M, Non-GAAP $115M



- Improvement driven by optimizations in infrastructure



- S&M improved 1 percentage pt, includes annual Q3 BoxWorks expenses in both periods.
- R&D improved 2 percentage pts, including significant enhancements and expansion of product offering.
- G&A improved by 1 percentage pt despite investments in international expansion costs.

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Note: Expenses and operating margin shown on a non-GAAP basis (reconciliations to the GAAP basis can be found in the Appendix of this presentation).

Best-in-Class Retention Rate

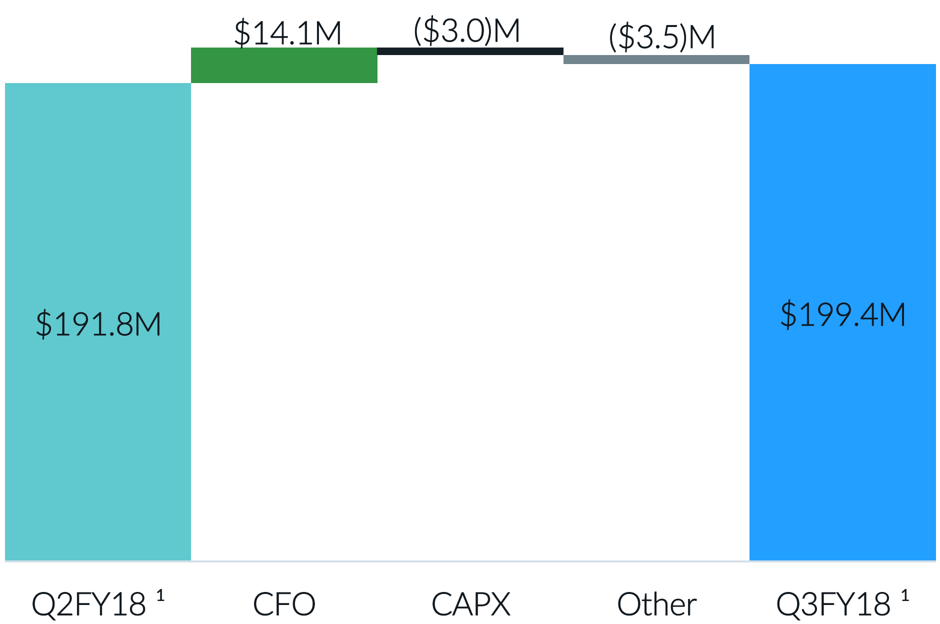
Low Churn Continues to Demonstrate Product Stickiness

4%	16%	112%
Churn (1)	**Net Expansion**(2)	**Retention Rate**(3)
Product stickiness	Continued growth within existing customers	Best-in-class

1. Churn is rounded to the nearest half percentage point.
2. Net expansion defined as the net increase in Total Account Value ("TAV") from our existing customers, who had $5K+ in TAV 12 months ago.
3. 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 provided by operations of $14.1M.
- ~$3.0M of CAPEX, primarily due to facilities investments in Austin, Tokyo and London.
- "Other" primarily consists of cash used for RSU taxes and capital lease obligations, offset by exercise of stock options and proceeds from ESPP in Q3'18.

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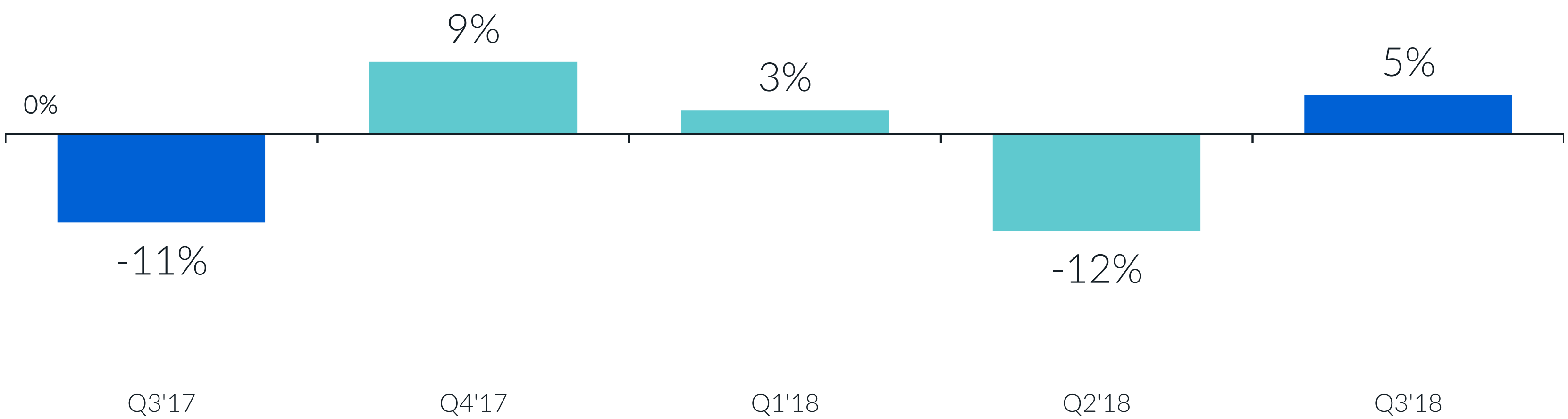
1. Balance includes cash, cash equivalents, and $27 million in restricted cash for both periods.

Free Cash Flow Margin(1)

Significant Improvement in FCF of $17M YoY in Q3FY18



- $21 million improvement in year-over-year cash flow from operations in Q3 FY18
- Continued focus on tight working capital management

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.

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Q4 and Fiscal Year 2018 Guidance

Q4 FY18 Guidance

Revenue		GAAP EPS		Non-GAAP EPS		Weighted Average Shares Outstanding
Low	High	Low	High	Low	High	
$ 136M	$ 137M	($0.27)	($0.26)	($0.08)	($0.07)	137 million

FY 18 Guidance

Revenue		GAAP EPS		Non-GAAP EPS		Weighted Average Shares Outstanding
Low	High	Low	High	Low	High	
$ 505M	$ 506M	($1.19)	($1.18)	($0.45)	($0.44)	134 million

Appendix

GAAP to Non GAAP Reconciliations

GAAP Revenue to Billings Reconciliation

($ in thousands)	Q3FY17	Q4FY17	Q1FY18	Q2FY18	Q3FY18
GAAP revenue	$102,811	$109,926	$117,222	$122,941	$129,304
Deferred revenue, end of period	192,598	241,984	224,315	240,839	253,006
Less: Deferred revenue, beginning of period	(183,004)	(192,598)	(241,984)	(224,315)	(240,839)
Billings	$112,405	$159,312	$99,553	$139,465	$141,471

GAAP to Non-GAAP Reconciliation – Gross Margin

($ in thousands)	Q3FY17	*As a % of revenue*	Q4FY17	*As a % of revenue*	Q1FY18	*As a % of revenue*	Q2FY18	*As a % of revenue*	Q3FY18	*As a % of revenue*
GAAP gross margin	$75,696	*73.6%*	$80,372	*73.1%*	$84,499	*72.1%*	$90,163	*73.3%*	$94,833	*73.3%*
Add: Stock-based compensation	1,986		2,554		2,468		2,663		2,814	
Add: Intangible assets amortization	506		393		365		-		-	
Non-GAAP gross margin	$78,188	*76.1%*	$83,319	*75.8%*	$87,332	*74.5%*	$92,826	*75.5%*	$97,647	*75.5%*

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GAAP to Non-GAAP Reconciliation – Operating Expenses

($ in thousands)	Q3FY17	*As a % of revenue*	Q1FY18	*As a % of revenue*	Q2FY18	*As a % of revenue*	Q3FY18	*As a % of revenue*
GAAP research and development	$29,652	*29%*	$33,534	*29%*	$34,042	*28%*	$34,812	*27%*
Less: Stock-based compensation	(7,730)		(9,160)		(9,554)		(9,705)	
Non-GAAP research and development	$21,922	*21%*	$24,374	*21%*	$24,488	*20%*	$25,107	*19%*
GAAP sales and marketing	$66,796	*65%*	$70,663	*60%*	$73,271	*60%*	$81,670	*63%*
Less: Stock-based compensation	(6,744)		(7,740)		(7,934)		(8,208)	
Non-GAAP sales and marketing	$60,052	*58%*	$62,923	*54%*	$65,337	*53%*	$73,462	*57%*
GAAP general and administrative	$16,999	*17%*	$20,281	*17%*	$21,846	*18%*	$20,910	*16%*
Less: Stock-based compensation	(3,457)		(3,578)		(3,916)		(4,796)	
Less: Intangible assets amortization	(39)		(39)		(38)		(38)	
Non-GAAP general and administrative	$13,503	*13%*	$16,664	*14%*	$17,892	*15%*	$16,076	*12%*

GAAP to Non-GAAP Reconciliation – Operating Margin

($ in thousands)	Q3FY17	*As a % of revenue*	Q1FY18	*As a % of revenue*	Q2FY18	*As a % of revenue*	Q3FY18	*As a % of revenue*
GAAP operating margin	($37,751)	*(37%)*	($39,979)	*(34%)*	($38,996)	*(32%)*	($42,559)	*(33%)*
Less: Stock-based compensation	19,917	*19%*	22,946	*20%*	24,067	*20%*	25,523	*20%*
Less: Intangible assets amortization	545	*1%*	404	-	38	-	38	-
Non-GAAP operating margin	($17,289)	*(17%)*	($16,629)	*(14%)*	($14,891)	*(12%)*	($16,998)	*(13%)*

GAAP to Non-GAAP Reconciliation – Free Cash Flow

($ in thousands)	Q3FY17	*As a % of revenue*	Q4FY17	*As a % of revenue*	Q1FY18	*As a % of revenue*	Q2FY18	*As a % of revenue*	Q3FY18	*As a % of revenue*
GAAP net cash (used in) provided by operating activities	($6,829)	*(7%)*	$14,721	*13%*	$8,541	*7%*	($9,523)	*(8%)*	$14,094	*11%*
Less: Purchases of property and equipment	(1,892)		(1,317)		(784)		(1,013)		(3,003)	
Less: Payments of capital lease obligations	(2,178)		(3,236)		(3,736)		(4,176)		(4,781)	
Free cash flow	($10,899)	*(11%)*	$10,168	*9%*	$4,021	*3%*	($14,712)	*(12%)*	$6,310	*5%*

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GAAP to Non-GAAP Reconciliation – EPS

	For the Three Months Ended October 31, 2016	For the Three Months Ended October 31, 2017
GAAP net loss per share range, basic and diluted	$(0.30)	$(0.32)
Stock based compensation	0.16	0.19
Intangible assets amortization	-	-
Non-GAAP net loss per share range, basic and diluted	$(0.14)	$(0.13)
Weighted average shares outstanding, basic and diluted	128,275	134,636

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GAAP to Non-GAAP Reconciliation – EPS Outlook

	For the Three Months Ended January 31, 2018	For the Year Ended January 31, 2018
GAAP net loss per share range, basic and diluted	$(0.27 – 0.26)	$(1.19 - 1.18)
Stock based compensation	0.19	0.74
Intangible assets amortization	-	-
Non-GAAP net loss per share range, basic and diluted	$(0.08 – 0.07)	$(0.45 - 0.44)
Weighted average shares outstanding, basic and diluted	136,667	133,970

Thank you!

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