

The background is a solid orange color with a network diagram overlay. The diagram consists of numerous nodes connected by thin lines, forming a complex web. Several nodes are highlighted with larger, semi-transparent icons: a speech bubble with 'SMS', a cloud, a phone handset, and a square with a right-pointing arrow.

Q1 2016 Earnings Call

April 27, 2016

Safe Harbor

This presentation includes forward-looking statements within the meaning of the federal securities laws. These statements relate to, among other things, our business strategy, goals and expectations concerning our market position, the size and growth of the markets in which we compete, our expansion up-market, our carrier relationships, the benefits that our customers will realize from our services, and our future financial and operating results.

Although we believe the assumptions upon which these forward-looking statements are based are reasonable, any of these assumptions could prove to be inaccurate and the forward-looking statements based on these assumptions could be incorrect. Our operations involve risks and uncertainties, many of which are outside our control, and any one of which, or a combination of which, could materially affect our results of operations and whether the forward-looking statements ultimately prove to be correct.

Actual results and trends in the future may differ materially from those suggested or implied by the forward-looking statements depending on a variety of factors including those that are described in greater detail in our filings with the Securities and Exchange Commission, including our Form 10-K for the year ended December 31, 2015. All future written and oral forward-looking statements attributable to us or persons acting on our behalf are expressly qualified in their entirety by the previous statements. We undertake no obligation to update any forward-looking statements that may be made to reflect events or circumstances that occur, or that we become aware of, after the date of this presentation.

Q1 2016 Earnings Highlights

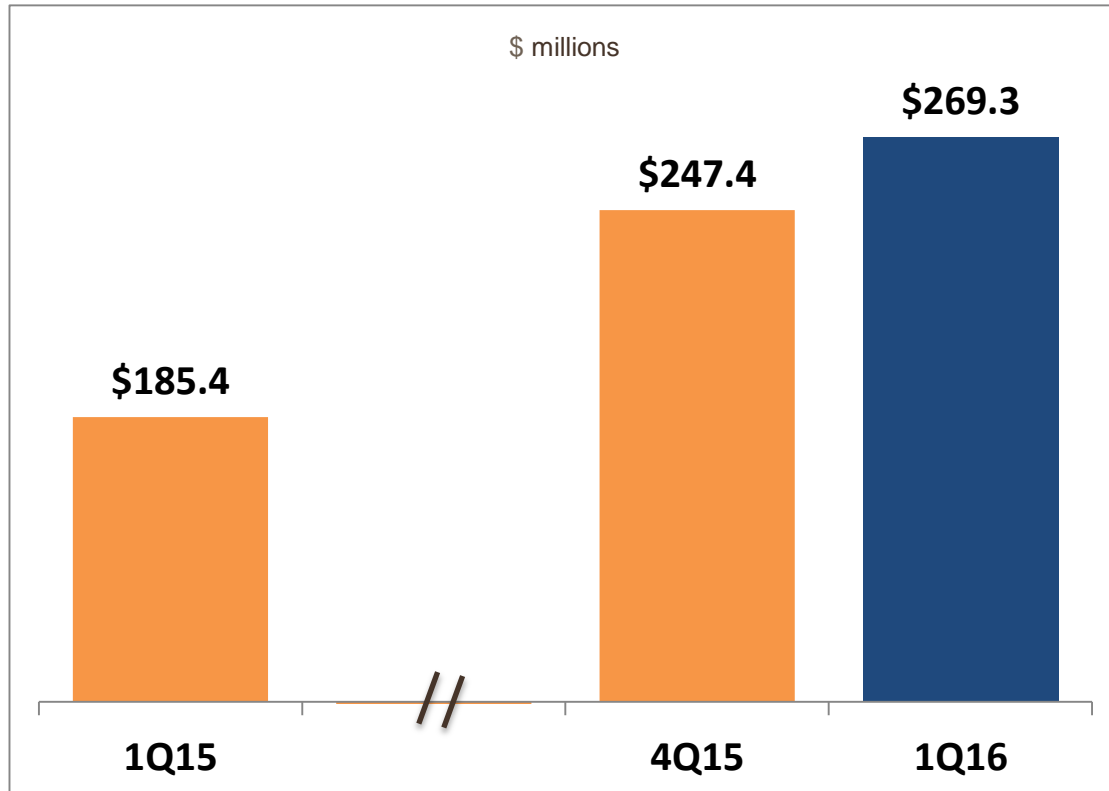
- RingCentral Office[®] annualized exit monthly recurring software subscriptions (ARR)
 - Up 45% year-over-year to \$269.3 million
- Total Software Subscription revenue
 - Up 33% year-over-year to \$80 million
- Record Software Subscription gross margin
 - 80%; up 590 bps year-over-year
- Consistent profitability trends
 - Non-GAAP profit (past 3 qtrs.) and positive operating cash flow (past 4 qtrs.)

Q1 2016 Earnings Highlights (continued)

- Strongest up-market quarter (50+ users)
 - Several customers now over 7 figure contract value
 - Average new deal size over 100+ users
 - ARR up 100% year-over-year for eight consecutive quarters
 - ~35% of new business from up-market, up from ~30% in 2015
- Indirect channel (VARs and Carriers) strategy gaining traction
 - Strongest quarter for VARs
 - ~25% of software subscription revenue, up from ~20% a year ago
- Land and expand providing a great base for growth
 - Over 1/3 of new business from existing customers

Q1 2016 RingCentral Office ARR

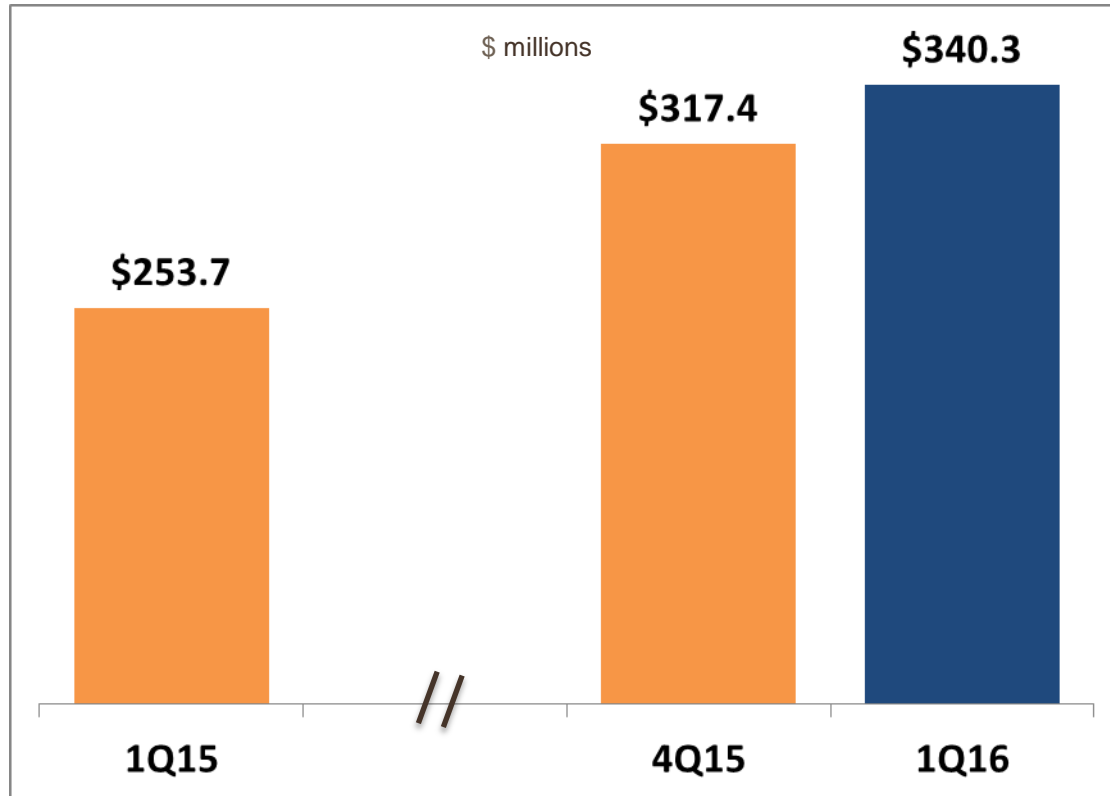
RC Office ARR Grew 45% Y/Y



- Office ARR
 - \$269 million
 - Up 45% Y/Y
- Net Monthly Subscription Dollar Retention
 - Over 100%

Q1 2016 Software Subscriptions ARR

Total ARR Grew 34% Y/Y



- **Total Software Subscriptions ARR**

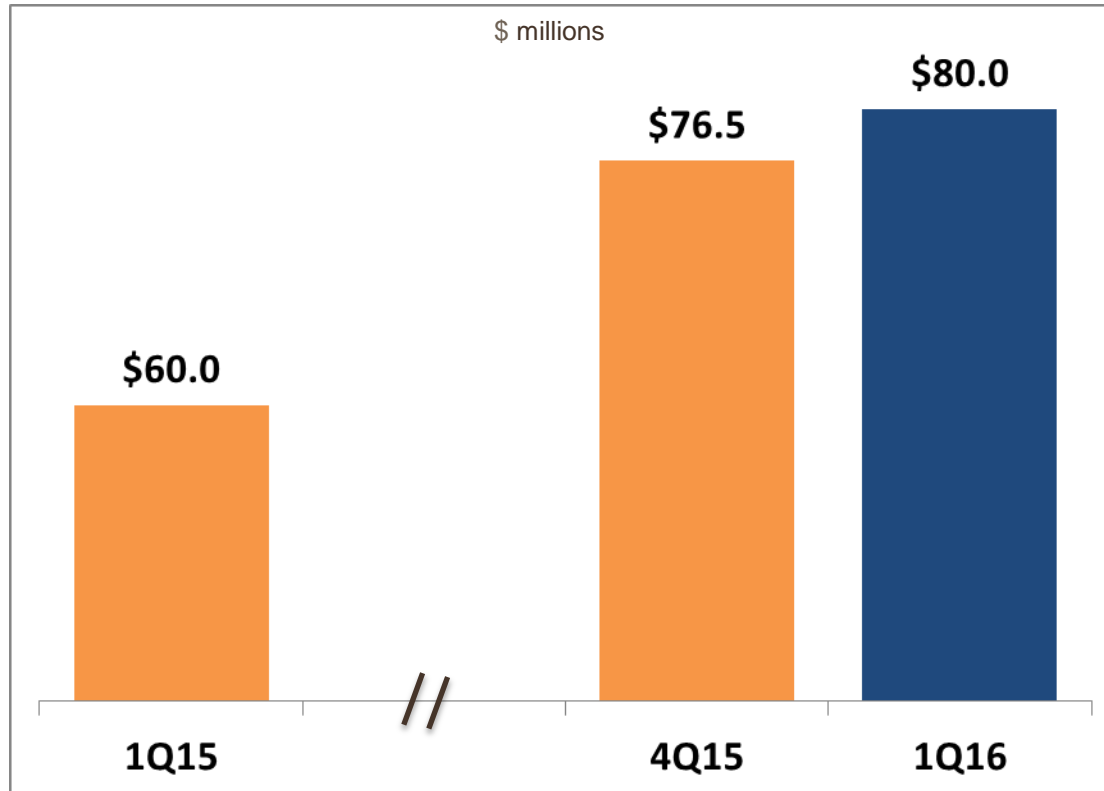
- \$340 million
- Up 34% Y/Y

- **Net Monthly Subscription Dollar Retention**

- Over 99%

Q1 2016 Software Subscriptions Revenue

Subscriptions Revenue Grew 33% Y/Y

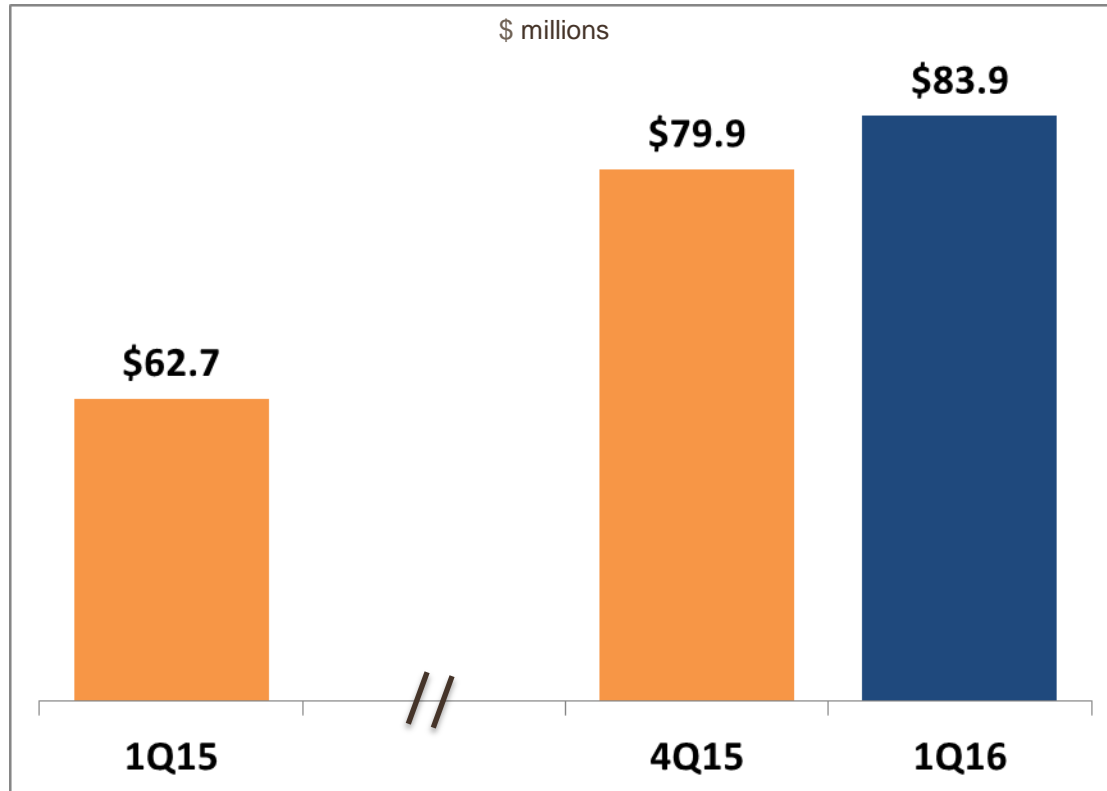


- Software Subscriptions Revenue

- \$80.0 million
- Up 33% Y/Y

Q1 2016 Total Pro Forma¹ Revenue

Pro Forma Total Revenue Grew 34% Y/Y



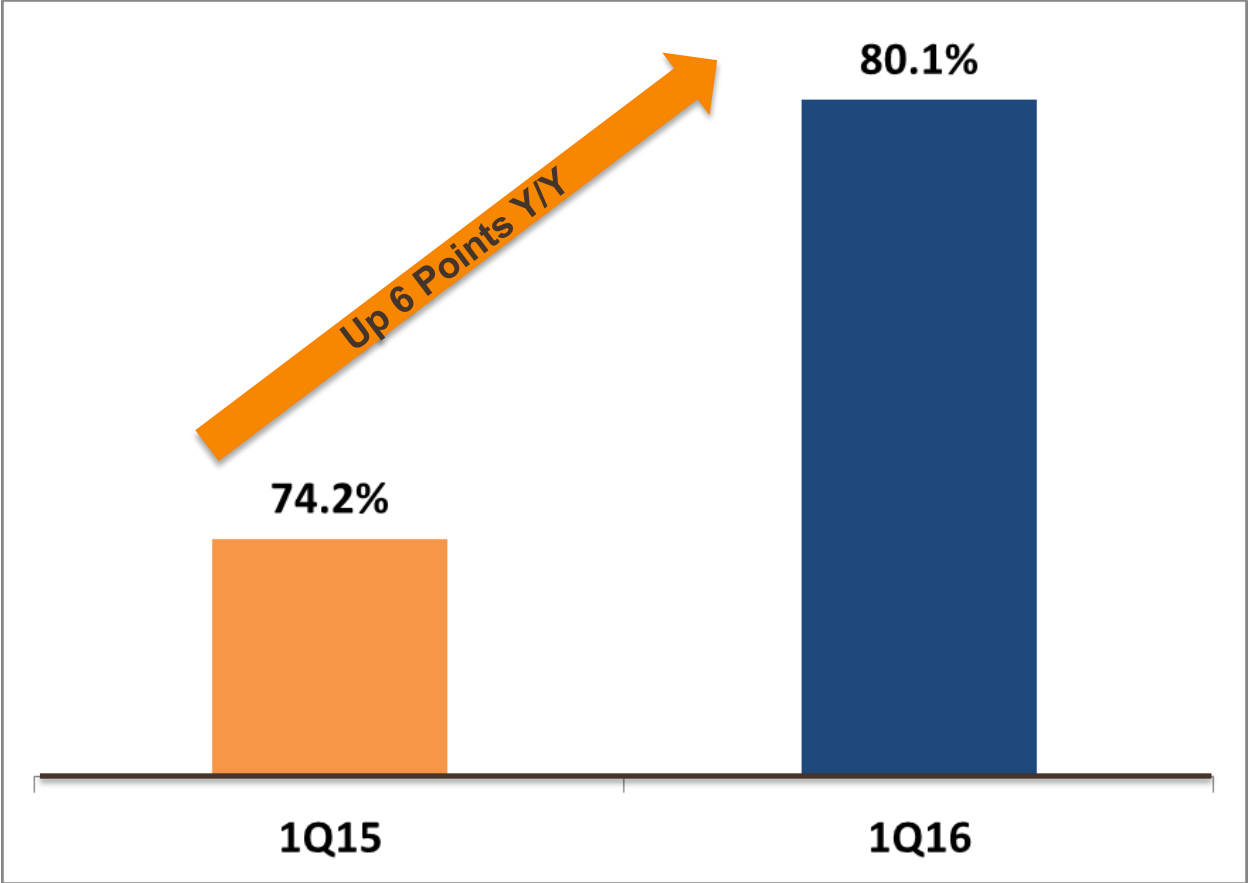
- Total Pro Forma Revenue

- \$83.9 million
- Up 34% Y/Y

1. In 1Q16, RingCentral began to transition direct phone sales to an agency model, in which RingCentral receives a commission for phone sales instead of separately recognizing the full sale price and cost of the product. In order to provide transparency to investors, RingCentral is providing supplemental information on a pro forma basis to provide a clear comparison of the Company's results with prior periods. The pro forma information reflects results as-if the Company had fully transitioned to the new agency model for the first quarter of 2016 and for all periods in 2015.

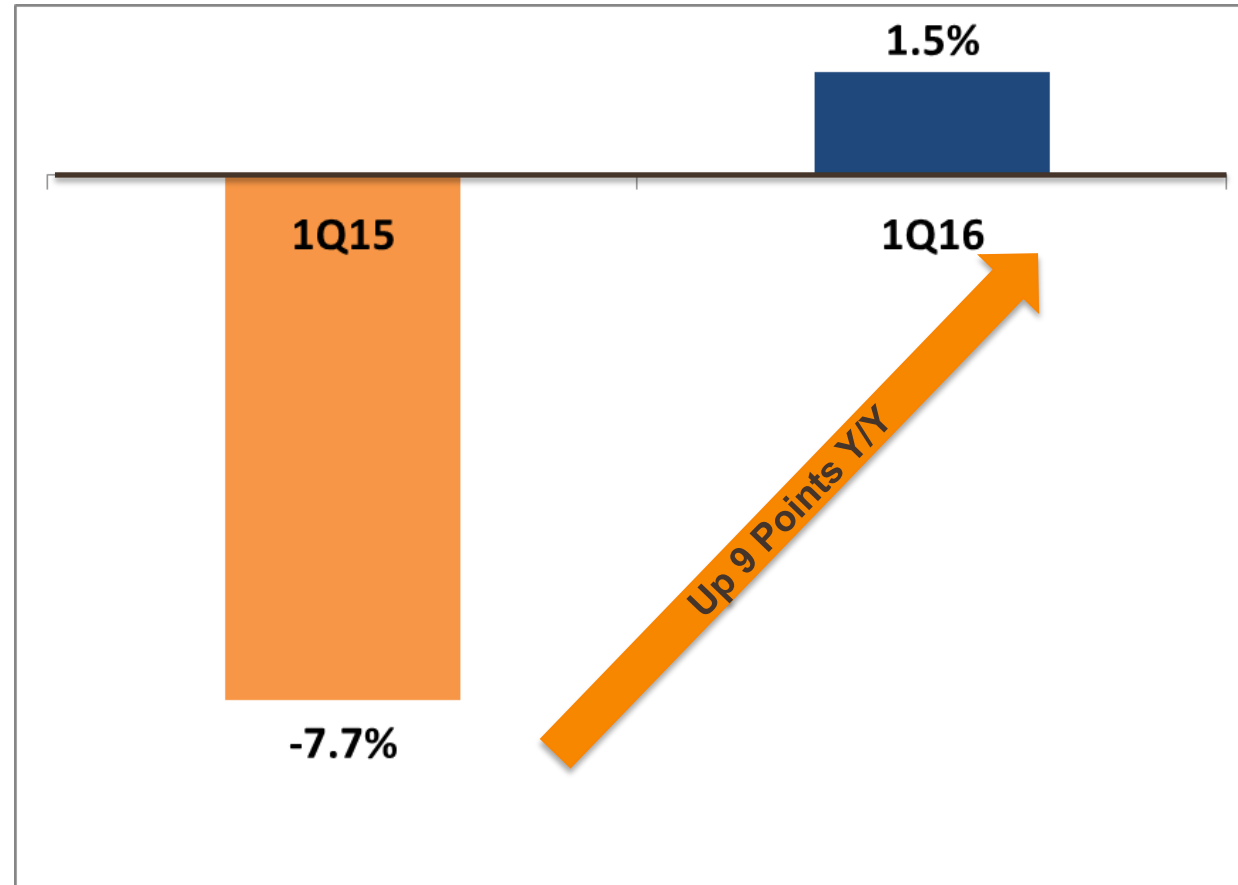
Q1 2016 Subscription Gross Margin

Non-GAAP Subscriptions Gross Margin



Q1 2016 Operating Margin

Pro Forma¹ Operating Margin



1. In 1Q16, RingCentral began to transition direct phone sales to an agency model, in which RingCentral receives a commission for phone sales instead of separately recognizing the full sale price and cost of the product. In order to provide transparency to investors, RingCentral is providing supplemental information on a pro forma basis to provide a clear comparison of the Company's results with prior periods. The pro forma information reflects results as-if the Company had fully transitioned to the new agency model for the first quarter of 2016 and for all periods in 2015.

Q1 2016 Financial Highlights at a Glance

Revenue	Software Subscription	Grew 33% year-over-year to \$80.0 million
	Pro Forma Total ¹	Grew 34% year-over-year to \$83.9 million
ARR	RingCentral Office	Grew 45% year-over-year to \$269.3 million
	Overall Software	Grew 34% year-over-year to \$340.3 million
Gross Margin	Software Subscription	Increased 6 points year-over-year to 80.1%
	Pro Forma Total ¹	Increased 6 points year-over-year to 78.2%
Upmarket	50+ users ARR	Grew by over 100% year-over-year for 8th consecutive quarter
	Deferred Revenue	Grew by 38% year-over-year to \$39 million
Retention	Net Retention	Office net monthly subscription dollar retention was over 100%; overall over 99%
Channels	Indirect	Indirect channel was ~25% of revenue, up from 20% a year ago

1. In 1Q16, RingCentral began to transition direct phone sales to an agency model, in which RingCentral receives a commission for phone sales instead of separately recognizing the full sale price and cost of the product. In order to provide transparency to investors, RingCentral is providing supplemental information on a pro forma basis to provide a clear comparison of the Company's results with prior periods. The pro forma information reflects results as-if the Company had fully transitioned to the new agency model for the first quarter of 2016 and for all periods in 2015.



Q1 2016 and FY2015 Pro Forma Results and Reconciliation

Q1 2016 Comparison: Non-GAAP vs. Pro Forma¹ Results

\$ in millions except for EPS	Non-GAAP	Pro Forma (as if 100% Agency)	Difference ²
Software Subscription Revenue	\$80.0M	\$80.0M	-
Other Revenue	\$6.6M	\$4.0M	-\$2.6M
Total Revenue	\$86.5M	\$83.9M	-\$2.6M
Software Subscription COGS	\$15.9M	\$15.9M	-
Other COGS	\$5.0M	\$2.4M	-\$2.6M
Total COGS	\$20.9M	\$18.3M	-\$2.6M
Gross Profit	\$65.6M	\$65.6M	-
Subscription Gross Margin	80.1%	80.1%	-
Total Gross Margin	75.8%	78.2%	+ 2.4 Points
Operating Expenses	\$64.3M	\$64.3M	-
Operating Income	\$1.3M	\$1.3M	-
Operating Margin	1.5%	1.5%	-
Non-GAAP EPS	\$0.01	\$0.01	-

1. In 1Q16, RingCentral began to transition direct phone sales to an agency model, in which RingCentral receives a commission for phone sales instead of separately recognizing the full sale price and cost of the product. In order to provide transparency to investors, RingCentral is providing supplemental information on a pro forma basis to provide a clear comparison of the Company's results with prior periods. The pro forma information reflects results as-if the Company had fully transitioned to the new agency model for the first quarter of 2016 and for all periods in 2015.

2. For a full reconciliation of GAAP to Pro Forma results, please see the tables in the 1Q16 Earnings press release

Q4 2015 Comparison: Non-GAAP vs. Pro Forma¹ Results

\$ in millions except for EPS	Non-GAAP	Pro Forma (as if 100% Agency)	Difference ²
Software Subscription Revenue	\$76.5M	\$76.5M	-
Other Revenue	\$6.9M	\$3.3M	-\$3.6M
Total Revenue	\$83.4M	\$79.9M	-\$3.6M
Software Subscription COGS	\$16.3M	\$16.3M	-
Other COGS	\$6.0M	\$2.4M	-\$3.6M
Total COGS	\$22.3M	\$18.7M	-\$3.6M
Gross Profit	\$61.2M	\$61.2M	-
Subscription Gross Margin	78.7%	78.7%	-
Total Gross Margin	73.3%	76.6%	+ 3.3 Points
Operating Expenses	\$60.3M	\$60.3M	-
Operating Income	\$0.8M	\$0.8M	-
Operating Margin	1.0%	1.1%	+ 0.1 Points
Non-GAAP EPS	\$0.01	\$0.01	-

1. In 1Q16, RingCentral began to transition direct phone sales to an agency model, in which RingCentral receives a commission for phone sales instead of separately recognizing the full sale price and cost of the product. In order to provide transparency to investors, RingCentral is providing supplemental information on a pro forma basis to provide a clear comparison of the Company's results with prior periods. The pro forma information reflects results as-if the Company had fully transitioned to the new agency model for the first quarter of 2016 and for all periods in 2015.

2. For a full reconciliation of GAAP to Pro Forma results, please see the tables in the 1Q16 Earnings press release

Q3 2015 Comparison: Non-GAAP vs. Pro Forma¹ Results

\$ in millions except for EPS	Non-GAAP	Pro Forma (as if 100% Agency)	Difference ²
Software Subscription Revenue	\$70.3M	\$70.3M	-
Other Revenue	\$6.5M	\$3.3M	-\$3.2M
Total Revenue	\$76.8M	\$73.6M	-\$3.2M
Software Subscription COGS	\$16.5M	\$16.5M	-
Other COGS	\$5.2M	\$2.1M	-\$3.2M
Total COGS	\$21.8M	\$18.7M	-\$3.2M
Gross Profit	\$55.0M	\$55.0M	-
Subscription Gross Margin	76.5%	76.5%	-
Total Gross Margin	71.6%	74.7%	+ 3.1 Points
Operating Expenses	\$54.5M	\$54.5M	-
Operating Income	\$0.5M	\$0.5M	-
Operating Margin	0.7%	0.7%	-
Non-GAAP EPS	0.00	0.00	-

1. In 1Q16, RingCentral began to transition direct phone sales to an agency model, in which RingCentral receives a commission for phone sales instead of separately recognizing the full sale price and cost of the product. In order to provide transparency to investors, RingCentral is providing supplemental information on a pro forma basis to provide a clear comparison of the Company's results with prior periods. The pro forma information reflects results as-if the Company had fully transitioned to the new agency model for the first quarter of 2016 and for all periods in 2015.

2. For a full reconciliation of GAAP to Pro Forma results, please see the tables in the 1Q16 Earnings press release

Q2 2015 Comparison: Non-GAAP vs. Pro Forma¹ Results

\$ in millions except for EPS	Non-GAAP	Pro Forma (as if 100% Agency)	Difference ²
Software Subscription Revenue	\$64.4M	\$64.4M	-
Other Revenue	\$6.3M	\$3.5M	-\$2.8M
Total Revenue	\$70.7M	\$67.9M	-\$2.8M
Software Subscription COGS	\$16.0M	\$16.0M	-
Other COGS	\$5.0M	\$2.3M	-\$2.8M
Total COGS	\$21.1M	\$18.3M	-\$2.8M
Gross Profit	\$49.6M	\$49.6M	-
Subscription Gross Margin	75.1%	75.1%	-
Total Gross Margin	70.2%	73.1%	+ 2.9 Points
Operating Expenses	\$53.1M	\$53.1M	-
Operating Income	(\$3.4M)	(\$3.4M)	-
Operating Margin	(4.8%)	(5.0%)	- 0.2 Points
Non-GAAP EPS	(\$0.06)	(\$0.06)	

1. In 1Q16, RingCentral began to transition direct phone sales to an agency model, in which RingCentral receives a commission for phone sales instead of separately recognizing the full sale price and cost of the product. In order to provide transparency to investors, RingCentral is providing supplemental information on a pro forma basis to provide a clear comparison of the Company's results with prior periods. The pro forma information reflects results as-if the Company had fully transitioned to the new agency model for the first quarter of 2016 and for all periods in 2015.

2. For a full reconciliation of GAAP to Pro Forma results, please see the tables in the 1Q16 Earnings press release

Q1 2015 Comparison: Non-GAAP vs. Pro Forma¹ Results

\$ in millions except for EPS	Non-GAAP	Pro Forma (as if 100% Agency)	Difference ²
Software Subscription Revenue	\$60.0M	\$60.0M	-
Other Revenue	\$5.4M	\$2.7M	-\$2.7M
Total Revenue	\$65.3M	\$62.7M	-\$2.7M
Software Subscription COGS	\$15.5M	\$15.5M	-
Other COGS	\$4.6M	\$2.0M	-\$2.7M
Total COGS	\$20.1M	\$17.4M	-\$2.7M
Gross Profit	\$45.2M	\$45.2M	-
Subscription Gross Margin	74.2%	74.2%	-
Total Gross Margin	69.2%	72.2%	+ 3.0 Points
Operating Expenses	\$50.1M	\$50.1M	-
Operating Income	(\$4.8M)	(\$4.8M)	-
Operating Margin	(7.4%)	(7.7%)	- 0.3 Points
Non-GAAP EPS	(\$0.08)	(\$0.08)	

1. In 1Q16, RingCentral began to transition direct phone sales to an agency model, in which RingCentral receives a commission for phone sales instead of separately recognizing the full sale price and cost of the product. In order to provide transparency to investors, RingCentral is providing supplemental information on a pro forma basis to provide a clear comparison of the Company's results with prior periods. The pro forma information reflects results as-if the Company had fully transitioned to the new agency model for the first quarter of 2016 and for all periods in 2015.

2. For a full reconciliation of GAAP to Pro Forma results, please see the tables in the 1Q16 Earnings press release

FY2015 and Q1 2016 Pro Forma¹ Results

(\$ thousands)	1Q15	2Q15	3Q15	4Q15	1Q16	Q/Q	Y/Y
Software subscriptions	\$59,951	\$64,441	\$70,321	\$76,532	\$79,978	4.5%	33.4%
Other	2,709	3,494	3,320	3,329	3,956	18.8%	46.0%
Total Revenue	\$62,660	\$67,935	\$73,641	\$79,861	\$83,934	5.1%	34.0%
Software subscriptions	\$15,457	\$16,029	\$16,549	\$16,265	\$15,938	(2.0%)	3.1%
Other	1,975	2,268	2,110	2,433	2,394	(1.6%)	21.2%
Total Cost of Revenues	\$17,432	\$18,297	\$18,659	\$18,698	\$18,332	(2.0%)	5.2%
Software subscriptions	\$44,494	\$48,412	\$53,772	\$60,267	\$64,040	6.3%	43.9%
Other	734	1,226	1,210	896	1,562	74.3%	112.8%
Total Gross Profit	\$45,228	\$49,638	\$54,982	\$61,163	\$65,602	7.3%	45.0%
Non-GAAP research and development	\$10,727	\$10,943	\$11,537	\$13,275	\$13,046	(1.7%)	21.6%
Non-GAAP sales and marketing	30,125	32,934	33,081	36,406	39,533	8.6%	31.2%
Non-GAAP general and administrative	9,198	9,189	9,851	10,641	11,757	10.5%	27.8%
Total Non-GAAP operating expenses	\$50,050	\$53,066	\$54,469	\$60,322	\$64,336	6.7%	28.5%
Non-GAAP income (loss) from operations	\$(4,822)	\$(3,428)	\$ 513	\$ 841	\$ 1,266	50.5%	-
MARGINS							
Software subscriptions	74.2%	75.1%	76.5%	78.7%	80.1%	1.4 pts	5.9 pts
Other	27.1%	35.1%	36.4%	26.9%	39.5%	12.6 pts	12.4 pts
Pro Forma Total Gross Margin	72.2%	73.1%	74.7%	76.6%	78.2%	1.6 pts	6.0 pts
Non-GAAP operating margin	(7.7%)	(5.0%)	0.7%	1.1%	1.5%	0.4 pts	9.2 pts

1. In 1Q16, RingCentral began to transition direct phone sales to an agency model, in which RingCentral receives a commission for phone sales instead of separately recognizing the full sale price and cost of the product. In order to provide transparency to investors, RingCentral is providing supplemental information on a pro forma basis to provide a clear comparison of the Company's results with prior periods. The pro forma information reflects results as-if the Company had fully transitioned to the new agency model for the first quarter of 2016 and for all periods in 2015.



Q1 2016 Pro Forma Results

Y/Y and Q/Q comparison

Q1 2016 Pro Forma Results¹

Year-over-Year

\$ in millions except for EPS	Pro Forma 1Q15	Pro Forma 1Q16	% Change
Software Subscription Revenue	\$60.0	\$80.0	33%
Other Revenue	\$2.7	\$4.0	46%
Total Revenue	\$62.7	\$83.9	34%
Software Subscriptions Gross Profit	\$44.5	\$64.0	44%
Other Gross Profit	\$0.7	\$1.6	113%
Total Gross Profit	\$45.2	\$65.6	45%
Software Subscriptions Gross Margin	74.2%	80.1%	+590 bps
Other Gross Margin	27.1%	39.5%	+1240 bps
GAAP Total Gross Margin	72.2%	78.2%	+600 bps

1. In 1Q16, RingCentral began to transition direct phone sales to an agency model, in which RingCentral receives a commission for phone sales instead of separately recognizing the full sale price and cost of the product. In order to provide transparency to investors, RingCentral is providing supplemental information on a pro forma basis to provide a clear comparison of the Company's results with prior periods. The pro forma information reflects results as-if the Company had fully transitioned to the new agency model for the first quarter of 2016 and for all periods in 2015.

Q1 2016 Pro Forma Results¹

Quarter-Over-Quarter

\$ in millions except for EPS	Pro Forma 4Q15	Pro Forma 1Q16	% Change
Software Subscription Revenue	\$76.5	\$80.0	5%
Other Revenue	\$3.3	\$4.0	19%
Total Revenue	\$79.9	\$83.9	5%
Software Subscriptions Gross Profit	\$60.3	\$64.0	6%
Other Gross Profit	\$0.9	\$1.6	74%
Total Gross Profit	\$61.2	\$65.6	7%
Software Subscriptions Gross Margin	78.7%	80.1%	+130 bps
Other Gross Margin	26.9%	39.5%	+1260 bps
GAAP Total Gross Margin	76.6%	78.2%	+160 bps

1. In 1Q16, RingCentral began to transition direct phone sales to an agency model, in which RingCentral receives a commission for phone sales instead of separately recognizing the full sale price and cost of the product. In order to provide transparency to investors, RingCentral is providing supplemental information on a pro forma basis to provide a clear comparison of the Company's results with prior periods. The pro forma information reflects results as-if the Company had fully transitioned to the new agency model for the first quarter of 2016 and for all periods in 2015.



Q2 2016 and FY2016 Guidance

Q2 2016 and FY2016 Guidance

\$ in millions except for EPS	Q2 2016	Previous FY2016*	New FY2016
Software Subscription Revenue	\$83.0M - \$84.0M	\$337M - \$345M	\$344M - \$350M
Total Revenue	\$86.5M - \$88.5M	\$347M - \$357M	\$359M - \$367M
Operating Margin	1.0% - 2.0%	1.0% - 1.5%	1.0% - 2.0%
Non-GAAP EPS	\$0.00 - \$0.02	\$0.01 - \$0.05	\$0.03 - \$0.07

* Previous 2016 guidance provided February 4, 2016

Q2 2016 Guidance Compared to Pro Forma¹ Q2 2015 Results

\$ in millions except for EPS	Q2 2015 Pro Forma	Q2 2016 Guidance	Year-Over-Year Δ
Software Subscription Revenue	\$64.4M	\$83.0M - \$84.0M	29% - 30%
Total Revenue	\$67.9M	\$86.5M - \$88.5M	27% - 30%
Operating Margin	(5.0%)	1.0% - 2.0%	+600 – 700 bps
Non-GAAP EPS	(\$0.06)	\$0.00 - \$0.02	+\$0.05 - \$0.07

1. In 1Q16, RingCentral began to transition direct phone sales to an agency model, in which RingCentral receives a commission for phone sales instead of separately recognizing the full sale price and cost of the product. In order to provide transparency to investors, RingCentral is providing supplemental information on a pro forma basis to provide a clear comparison of the Company's results with prior periods. The pro forma information reflects results as-if the Company had fully transitioned to the new agency model for the first quarter of 2016 and for all periods in 2015.

FY2016 Guidance Relative to Pro Forma¹ FY2015 Results

\$ in millions except for EPS	FY2015 Pro Forma	FY2016 Guidance	Year-Over-Year Δ
Software Subscription Revenue	\$271.2M	\$344M - \$350M	27% - 29%
Total Revenue	\$284.1M	\$359M - \$367M	26% - 29%
Operating Margin	(2.4%)	1.0% - 2.0%	+340 – 440 bps
Non-GAAP EPS	(\$0.12)	\$0.03 - \$0.07	+\$0.15 - \$0.19

1. In 1Q16, RingCentral began to transition direct phone sales to an agency model, in which RingCentral receives a commission for phone sales instead of separately recognizing the full sale price and cost of the product. In order to provide transparency to investors, RingCentral is providing supplemental information on a pro forma basis to provide a clear comparison of the Company's results with prior periods. The pro forma information reflects results as-if the Company had fully transitioned to the new agency model for the first quarter of 2016 and for all periods in 2015.