Q2 2017 EARNINGS CALL

August 2, 2017

Safe Harbor and Non-GAAP Measures

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 channel partners and carrier relationships, and our future financial and operating results, including our GAAP and non-GAAP guidance.

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, 2016 and our Form 10-Q for the quarter ended March 31, 2017. 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.

In this presentation, we provide certain non-GAAP financial measures, which are reconciled to their directly comparable GAAP financial measures. These reconciliations are presented in the Appendix at the end of this presentation.

We also provide guidance on forecasted non-GAAP EPS and non-GAAP operating margin. We have not reconciled the forecasted non-GAAP EPS to its respective forecasted GAAP measure because we do not provide guidance on it. We do not provide guidance on forecasted GAAP EPS because of the inherent uncertainty and complexity involved in forecasting the intercompany remeasurement gain (loss), which is a significant reconciling item between the non-GAAP and respective GAAP measure. The intercompany remeasurement gain (loss) is impacted by the movement in various exchange rates relative to the USD, which is difficult to predict and subject to constant change. The actual amount of intercompany remeasurement gain (loss) in the fiscal third quarter and full fiscal year of 2017 may have a significant impact on the Company's GAAP net income (loss) per diluted share. Accordingly, a reconciliation of the non-GAAP financial measure guidance to the corresponding GAAP measure is not available without unreasonable effort.

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Q2 2017 Business Highlights

- Midmarket and Enterprise
  - ARR over $131 million and grew 80% year-over-year
  - Enterprise bookings tripled from a year ago
- Channel partners
  - Bookings from channel partners grew over 100% year over year
  - New business from channel partners contributed 85% of total indirect bookings
- Seven figure deals
  - Closed seven $1M+ total contract value deals, up from 6 in the previous quarter
  - Deals included a $5 million TCV with a Fortune 1000 global retailer
- Land and expand and net retention
  - Over 40% of new RingCentral Office business from existing customers
  - Annualized net retention for our mid-market and enterprise business exceeds 125%
- New products
  - RingCentral Live Reports produces real-time dashboards to monitor and analyze customer service quality
  - Launched Business MMS enabling customers to send/receive images and multimedia files using RingCentral business numbers

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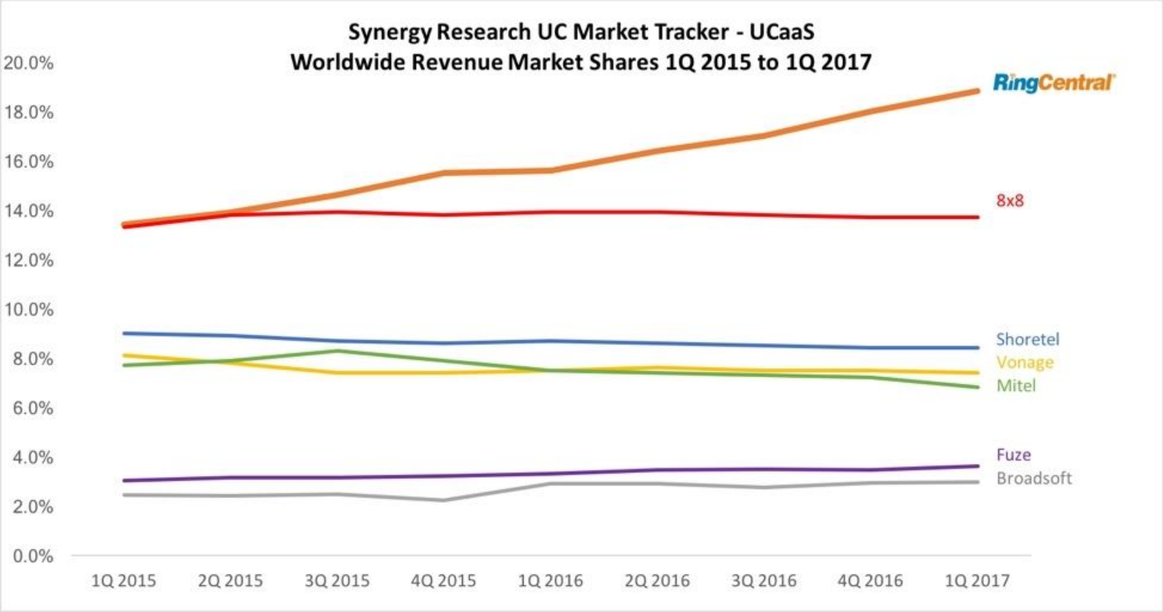
Q2 2017 Business Highlights

- Industry Recognition
  - RingCentral ranked #1 Cloud Communications Solution Provider according to Synergy Research [(1)]
  - RingCentral was the largest market share gainer over the last year in the UCaaS industry



(1) *Synergy Research Unified Communications as a Service (UCaaS) Revenue Tracker, Q1 2017*

Q2 2017 Financial Highlights

- Annualized exit recurring software subscriptions (ARR)
  - RingCentral Office® up 37% year-over-year to $399 million
  - Total software subscriptions up 31% year-over-year to $478 million
- Revenue growth
  - Software Subscriptions Revenue up 28% year-over-year to $110 million
  - Total Revenue up 30%(1) year-over-year to $119 million
- Software subscription gross margin
  - GAAP: 80.3% up 140 basis points year-over-year
  - Non-GAAP: 81.3% up 130 basis points year-over-year
- Operating margin
  - GAAP: (6.3%) up 60 basis points year-over-year
  - Non-GAAP: 2.9% up 100 basis points year-over-year

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(1) In 1Q'17, RingCentral transitioned from an agency model to a direct phone sales model, in which RingCentral will be recognizing the full sale price and cost of the product instead of receiving a commission for phone sales. The impact of transition resulted in a 3% increase in year over year revenue growth for Q2'17.

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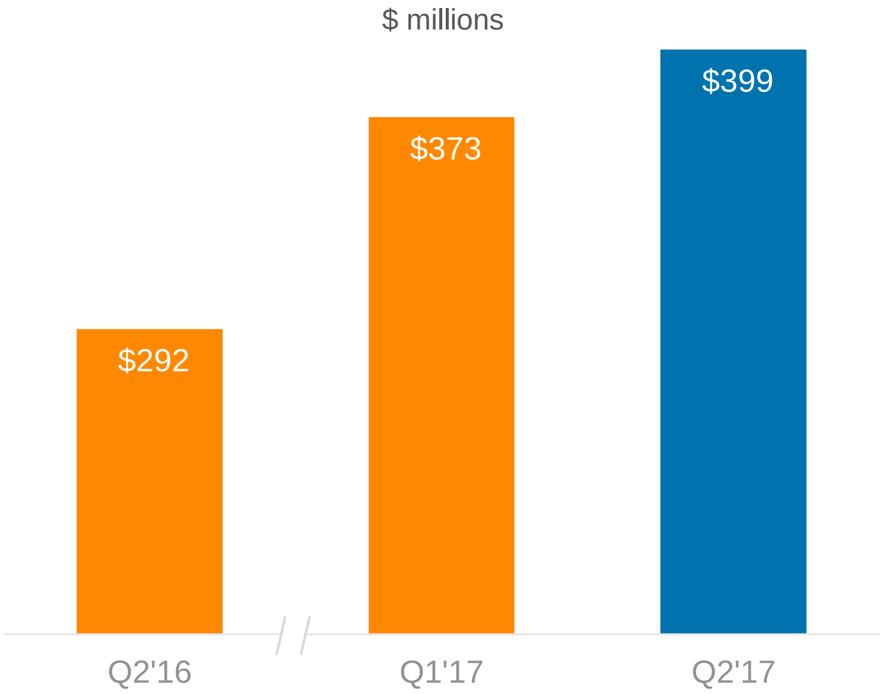
Q2 2017 RingCentral Office ARR

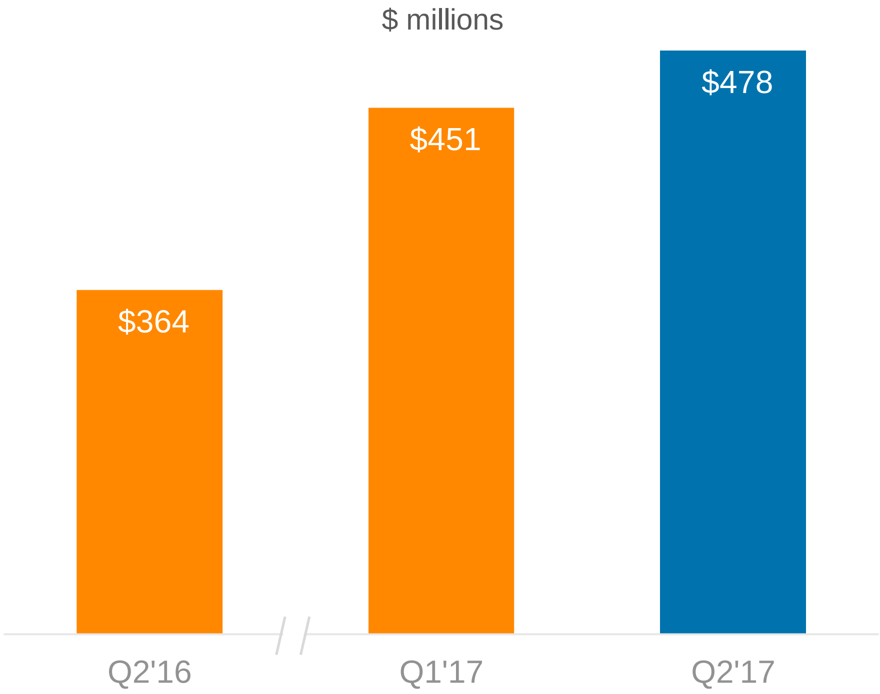
RingCentral Office ARR Grew 37% Y/Y



- Office ARR
  - $399 million
  - Up 37% Y/Y
- Net Monthly Subscription Dollar Retention
  - Over 100%

Q2 2017 Total Software Subscriptions ARR

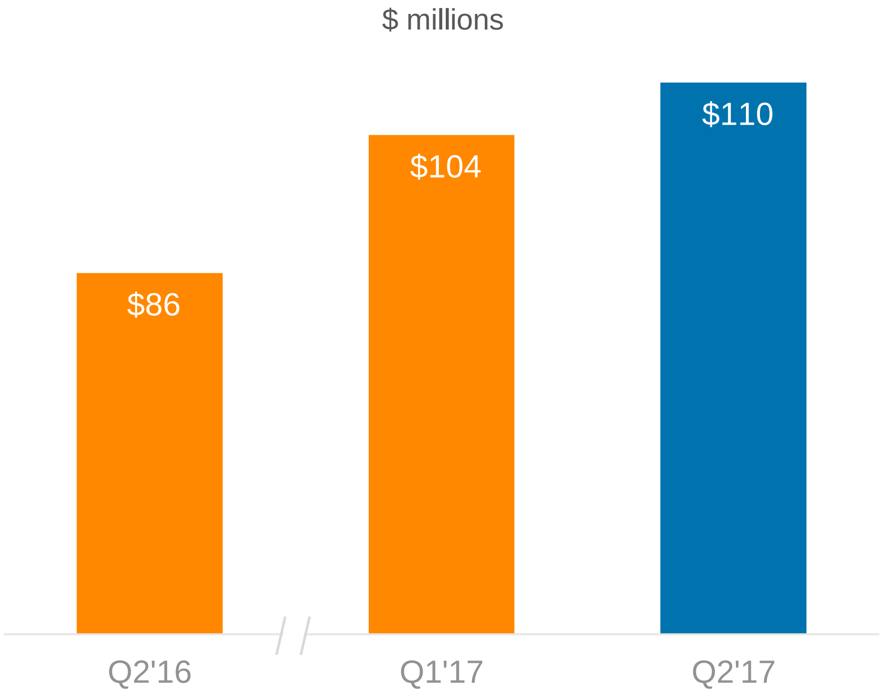
Total ARR Grew 31% Y/Y



- Total ARR
  - $478 million
  - Up 31% Y/Y
- Net Monthly Subscription Dollar Retention
  - Over 99%

Q2 2017 Software Subscriptions Revenue

Subscriptions Revenue Grew 28% Y/Y



- Software Subscriptions Revenue
  - $110 million
  - Up 28% Y/Y

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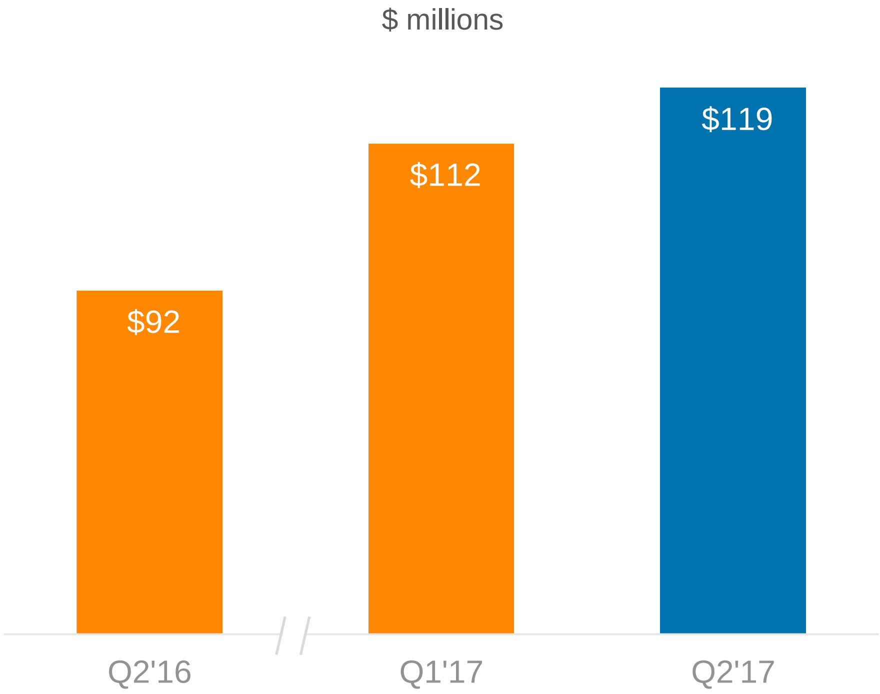
Q2 2017 Total Revenue

Total Revenue Grew 30% Y/Y



- Total Revenue
  - $119 million
  - Up 30% Y/Y(1)

(1) In 1Q'17, RingCentral transitioned from an agency model to a direct phone sales model, in which RingCentral will be recognizing the full sale price and cost of the product instead of receiving a commission for phone sales. The impact of transition resulted in a 3% increase in year over year revenue growth for Q2'17

Q2 2017 Financial Highlights at-a-Glance

Revenue	**Software Subscription**	Grew 28% year-over-year to $110 million
	Total Revenue	Grew 30%[(1)] year-over-year to $119 million
Non-GAAP Gross Margin	**Software Subscription**	Increased 130 bps year-over-year to 81.3%
	Total Gross Margin	Decreased 50 bps year-over-year to 76.2%[(1)]
ARR	**RingCentral Office**	Grew 37% year-over-year to $399 million
	Total ARR	Grew 31% year-over-year to $478 million
Mid-Market Enterprise	**ARR**	Over $131 million and up 80% year-over-year
Retention	**Net Retention**	Office net monthly subscription dollar retention was over 100%; overall over 99%
Channel Partners	**New Bookings**	Grew over 100% year-over-year
	% of Indirect Bookings	Contributed 85% of total indirect bookings

(1) In 1Q'17, RingCentral transitioned from an agency model to a direct phone sales model, in which RingCentral will be recognizing the full sale price and cost of the product instead of receiving a commission for phone sales. The impact of transition resulted in a 3% increase in year over year revenue growth for Q2'17 and a 1.4% point headwind to gross margins.

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Q3 2017 and FY2017 Guidance

Q3 2017 and FY2017 Guidance

Raising FY2017 Outlook

$ in millions except for EPS	Q3 2017	Previous FY2017(1)	Revised FY2017
Software Revenue	$116M - $117M	$450M - $456M	$453M - $457M
Software Revenue Growth Y/Y	26% - 27%	26% - 28%	27% - 28%
Total Revenue	$125M - $127M	$486M - $494M	$489M - $496M
Total Revenue Growth Y/Y**	29% - 31%	28% - 30%	29% - 31%
Non-GAAP Operating Margin	2.5% - 3.0%	2.5% - 3.0%	2.8% - 3.0%
Non-GAAP EPS	$0.03 - $0.05	$0.14 - $0.18	$0.16 - $0.18

(1) Previous 2017 guidance provided April 25, 2017

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Appendix- Reconciliation of GAAP to Non-GAAP Financial Measures

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RECONCILIATION OF OPERATING INCOME (LOSS)
GAAP MEASURES TO NON-GAAP MEASURES
(Unaudited, in thousands)

	Three Months Ended June 30, 2017	Three Months Ended June 30, 2016	Six Months Ended June 30, 2017	Six Months Ended June 30, 2016
Revenues				
Software subscriptions	$ 110,413	$ 86,067	$ 214,100	$ 166,045
Other	9,023	5,777	17,127	12,337
Total revenues	119,436	91,844	231,227	178,382
Cost of revenues reconciliation				
GAAP Software subscriptions cost of revenues	21,795	18,173	42,058	34,896
Stock-based compensation	(997)	(780)	(1,722)	(1,414)
Amortization of acquisition intangibles	(150)	(151)	(301)	(301)
Non-GAAP Software subscriptions cost of revenues	20,648	17,242	40,035	33,181
GAAP Other cost of revenues	7,766	4,191	14,809	9,208
Stock-based compensation	(41)	(32)	(73)	(51)
Non-GAAP Other cost of revenues	7,725	4,159	14,736	9,157
Gross profit and gross margin reconciliation				
Non-GAAP Subscriptions	81.3%	80.0%	81.3%	80.0%
Non-GAAP Other	14.4%	28.0%	14.0%	25.8%
Non-GAAP Gross profit	76.2%	76.7%	76.3%	76.3%
Operating expenses reconciliation				
GAAP Research and development	18,617	16,681	35,704	31,607
Stock-based compensation	(2,342)	(1,857)	(4,201)	(3,495)
Acquisition related matters	(178)	(242)	(443)	(483)
Non-GAAP Research and development	16,097	14,582	31,060	27,629
As a % of total revenues non-GAAP	13.5%	15.9%	13.4%	15.5%
GAAP Sales and marketing	60,794	45,662	119,688	87,490
Stock-based compensation	(3,926)	(2,578)	(7,451)	(4,768)
Amortization of acquisition intangibles	(76)	(105)	(180)	(210)
Non-GAAP Sales and marketing	56,792	42,979	112,057	82,512
As a % of total revenues non-GAAP	47.6%	46.8%	48.5%	46.3%
GAAP General and administrative	18,007	13,441	33,812	27,465
Stock-based compensation	(3,321)	(2,230)	(6,115)	(4,486)
Acquisition related matters	-	(47)	-	(59)
Non-GAAP General and administrative	14,686	11,164	27,697	22,920
As a % of total revenues non-GAAP	12.3%	12.2%	12.0%	12.8%
Income (loss) from operations reconciliation				
GAAP loss from operations	(7,543)	(6,304)	(14,844)	(12,284)
Stock-based compensation	10,627	7,477	19,562	14,214
Amortization of acquisition intangibles	226	256	481	511
Acquisition related matters	178	289	443	542
Non-GAAP Income (loss) from operations	$ 3,488	$ 1,718	$ 5,642	$ 2,983
Non-GAAP Operating margin	2.9%	1.9%	2.4%	1.7%

RECONCILIATION OF NET INCOME (LOSS)
GAAP MEASURES TO NON-GAAP MEASURES
(In thousands, except per share data)
(Unaudited)

	Three Months Ended June 30,				Six Months Ended June 30,			
	2017		**2016**		**2017**		**2016**	
Net Income (loss) reconciliation								
GAAP Net loss	$	(7,031)	$	(7,771)	$	(14,340)	$	(14,384)
Stock-based compensation		10,627		7,477		19,562		14,214
Amortization of acquisition intangibles		226		256		481		511
Acquisition related matters		178		289		443		542
Intercompany remeasurement loss (gain)		(435)		1,258		(478)		1,596
Income tax expense effects *		-		-		-		-
Non-GAAP Net income	$	3,565	$	1,509	$	5,668	$	2,479
Basic and diluted net income (loss) per share								
Reconciliation between GAAP and non-GAAP weighted average shares used in computing basic and diluted net income / (loss) per common share:								
Weighted average number of shares used in computing net loss per share		75,867		72,649		75,278		72,380
Effect of dilutive securities		6,192		3,148		5,579		3,128
Non-GAAP weighted average shares used in computing non-GAAP net income per share		82,059		75,797		80,857		75,508
GAAP Net loss per share	$	(0.09)	$	(0.11)	$	(0.19)	$	(0.20)
Non-GAAP Net income per share	$	0.04	$	0.02	$	0.07	$	0.03

* The non-GAAP adjustments do not have an impact on our income tax provision due to our history of non-GAAP losses and full valuation allowance on deferred taxes.

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RECONCILIATION OF FORECASTED GAAP OPERATING MARGIN TO FORECASTED NON-GAAP OPERATING MARGIN
(in millions, except per share data)
(unaudited)

	Q3 2017		FY 2017	
	Low Range	**High Range**	**Low Range**	**High Range**
GAAP revenues	125.0	127.0	489.0	496.0
GAAP loss from operations	(8.6)	(6.7)	(31.8)	(26.3)
GAAP operating margin	(6.9%)	(5.3%)	(6.5%)	(5.3%)
Stock-based compensation	11.5	10.4	44.2	40.0
Amortization of acquisition intangibles and acquisition related matters	0.2	0.1	1.3	1.2
Non-GAAP income from operations	$ 3.1	$ 3.8	$ 13.7	$ 14.9
Non-GAAP operating margin	2.5%	3.0%	2.8%	3.0%

RECONCILIATION OF OPERATING CASH FLOW TO FREE CASH FLOW
GAAP MEASURES TO NON-GAAP MEASURES
(Unaudited, in thousands)

	Three Months Ended June 30,	
	2017	**2016**
Free cash flow reconciliation		
Net cash provided by operations	$ 8,742	$ 9,872
Cash outflows for capital expenditures	(5,507)	(4,555)
Free cash flow	$ 3,235	$ 5,317

RECONCILIATION OF FORECASTED OPERATING CASH FLOW TO FREE CASH FLOW
(Unaudited, in millions)

	FY2017			
	Low		High	
Free cash flow reconciliation				
Net cash provided by operations	$	33.0	$	41.0
Cash outflows for capital expenditures		(23.0)		(27.0)
Free cash flow	$	10.0	$	14.0

THANK YOU

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