RingCentral®

Q3 2017 EARNINGS

November 8, 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 June 30, 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 fourth 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.

Q3 2017 Business Highlights

- Revenue growth increased
  - Total year over year revenue growth rate increased to 34%, up from 30% last quarter
  - Software subscription year over year revenue growth rate increased to 30%, up from 28% last quarter
- Software subscriptions ARR surpasses $500M
  - Total Software Subscription annualized recurring revenue, or ARR, broke the half a billion mark at $514M, up 32% year-over-year
  - Office ARR of $434M, up 37% year over year
- Mid-market and enterprise business led the way
  - Mid-market and enterprise is now a $155 million annualized business
  - Grew 80% year-over-year and contributed over 50% of new Office business in the quarter
- Channel partner momentum strong
  - Sales from our channel partners was up more than 100% year-over-year for the sixth quarter in a row
  - Channel partners contributed about 30% of our overall bookings in the quarter up from about 15% last year
- Seven figure Total Contract Value deals increased
  - Closed 10 $1M+ TCV deals, up from 7 in the previous quarter
  - Over the last four quarters, average TCV of $1M+ deals has increased over 40%

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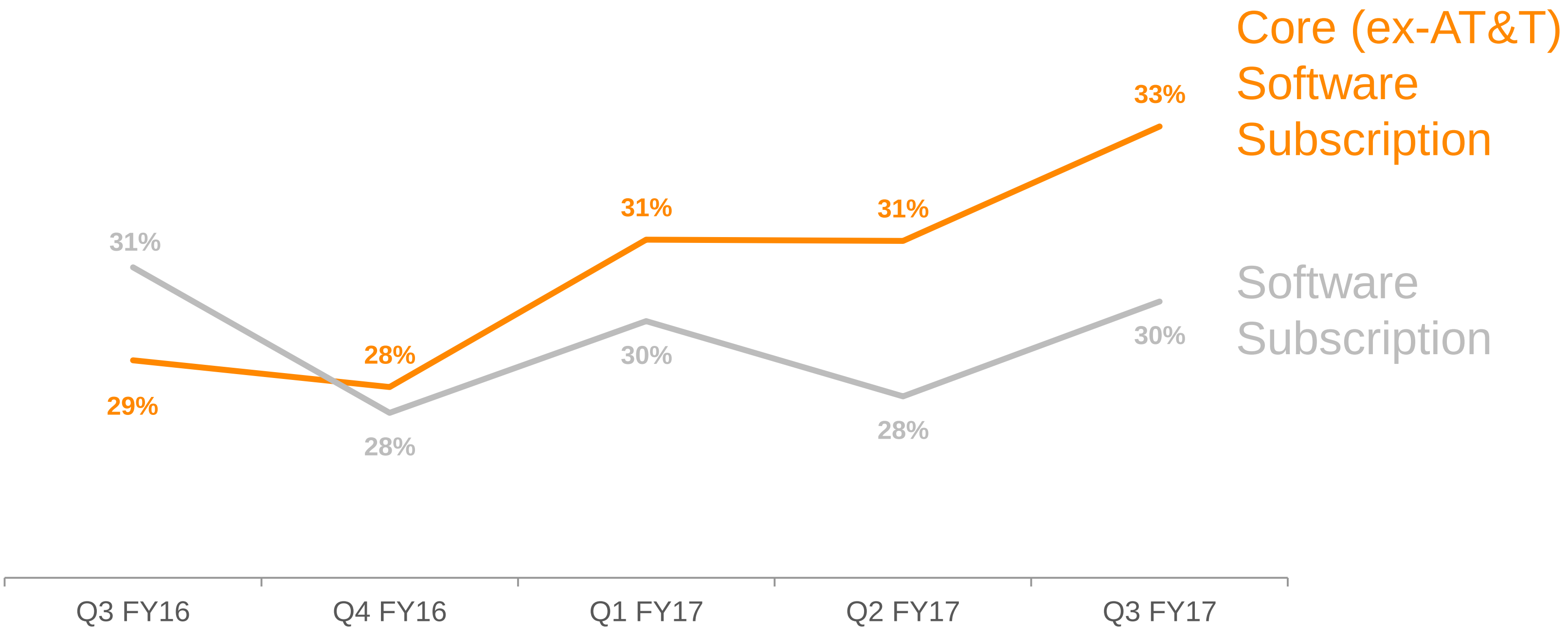
Core (excluding impact of AT&T) software subscription revenue growth

Core revenue grew 33% year over year, up from 31% last quarter and 29% a year ago



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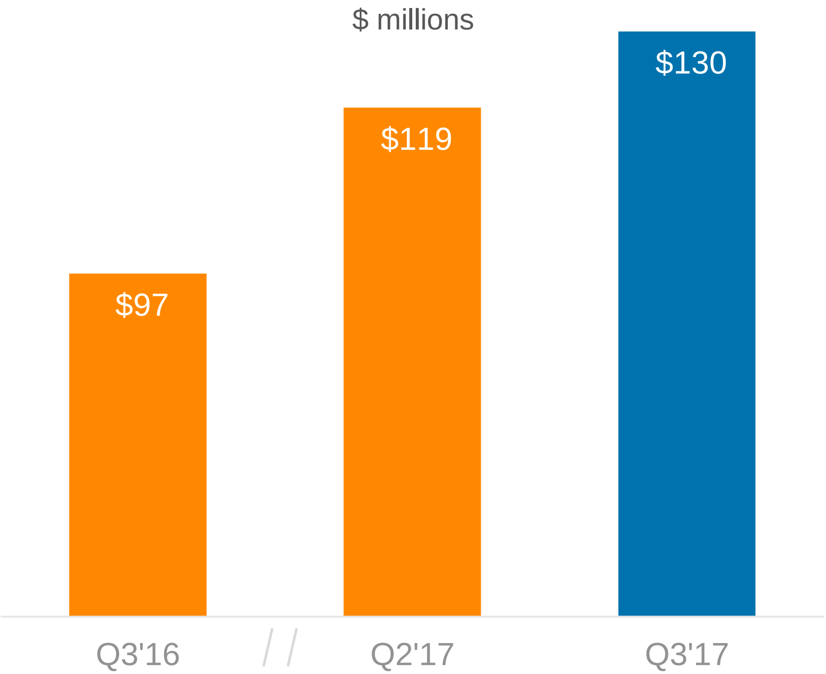
Q3 2017 Total Revenue

Total Revenue Grew 34% Y/Y

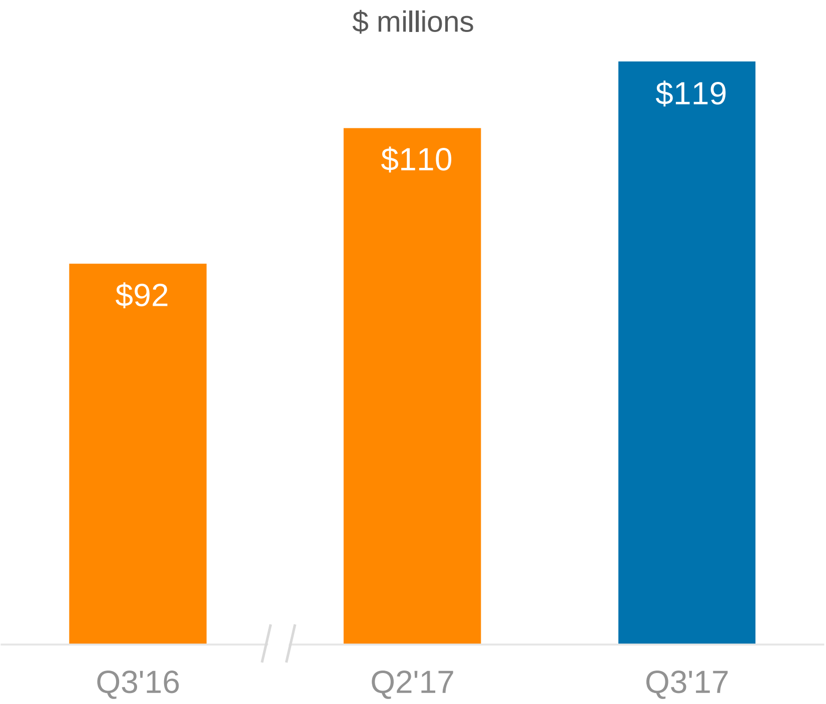


- Total Revenue
  - $130 million
  - Up 34% Y/Y(1)

(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 Q3'17.

Q3 2017 Software Subscriptions Revenue

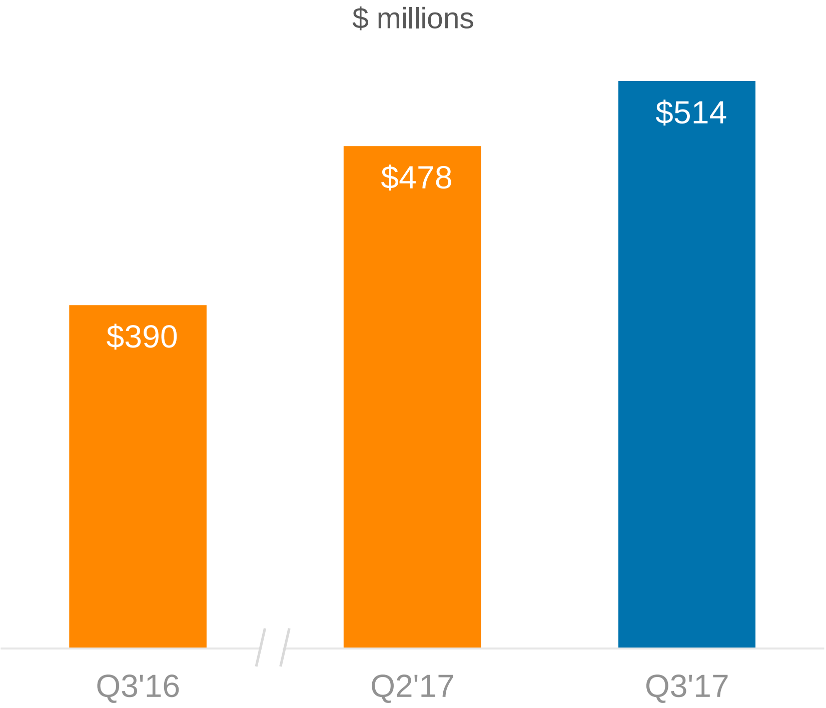
Subscriptions Revenue Grew 30% Y/Y



- Software Subscriptions Revenue
  - $119 million
  - Up 30% Y/Y

Q3 2017 Total Software Subscriptions ARR

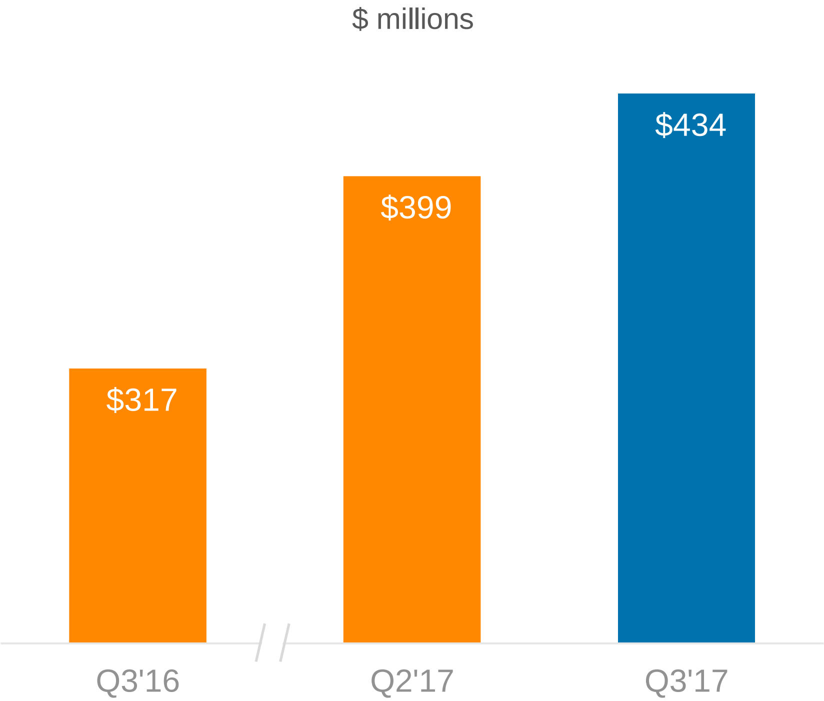
Total ARR Grew 32% Y/Y



- Total ARR
  - $514 million
  - Up 32% Y/Y
- Net Monthly Subscription Dollar Retention
  - Over 99%

Q3 2017 RingCentral Office ARR

RingCentral Office ARR Grew 37% Y/Y



- Office ARR
  - $434 million
  - Up 37% Y/Y
- Net Monthly Subscription Dollar Retention
  - Over 100%

Q3 2017 Financial Highlights at-a-Glance

Revenue	**Total Revenue**	Grew 34% year-over-year to $130 million [(1)]
	Software Subscription	Grew 30% year-over-year to $119 million
ARR	**RingCentral Office**	Grew 37% year-over-year to $434 million
	Total ARR	Grew 32% year-over-year to $514 million
Mid-Market Enterprise	**ARR**	$155 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 for the sixth consecutive quarter
	% of Overall Bookings	Contributed about 30% of overall bookings
Non-GAAP Gross Margin	**Software Subscription**	Increased 170 bps year-over-year to 81.8%
	Total Gross Margin	Increased 40 bps year-over-year to 77.2%[(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 Q3'17 and a 2.1% point headwind to gross margins.

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Q4 2017 and FY2017 Guidance

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Q4 2017 and FY2017 Guidance

Raising FY2017 Outlook

$ in millions except for EPS	Q4 2017	Previous FY2017[1]	Revised FY2017
Software Revenue	$126M - $127M	$453M - $457M	$459.5M - $460.5M
Software Revenue Growth Y/Y	29% - 30%	27% - 28%	29%
Total Revenue	$136M - $138M	$489M - $496M	$497M - $499M
Total Revenue Growth Y/Y	30% - 32%	29% - 31%	31%
Non-GAAP Operating Margin	3.5% - 4.0%	2.8% - 3.0%	3.1% - 3.2%
Non-GAAP EPS	$0.06	$0.16 - $0.18	$0.19 - $0.20

(1) Previous 2017 guidance provided August 2, 2017

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Appendix- Reconciliation of GAAP to Non-GAAP Financial Measures

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

	Three Months Ended September 30, 2017	Three Months Ended September 30, 2016	Nine Months Ended September 30, 2017	Nine Months Ended September 30, 2016
Revenues				
Software subscriptions	$ 119,401	$ 91,853	$ 333,501	$ 257,898
Other	10,363	4,986	27,490	17,323
Total revenues	129,764	96,839	360,991	275,221
Cost of revenues reconciliation				
GAAP Software subscriptions cost of revenues	22,912	19,211	64,970	54,107
Stock-based compensation	(981)	(824)	(2,703)	(2,238)
Amortization of acquisition intangibles	(151)	(151)	(452)	(452)
Non-GAAP Software subscriptions cost of revenues	21,780	18,236	61,815	51,417
GAAP Other cost of revenues	7,872	4,244	22,681	13,452
Stock-based compensation	(45)	(35)	(118)	(86)
Non-GAAP Other cost of revenues	7,827	4,209	22,563	13,366
Gross profit and gross margin reconciliation				
Non-GAAP Subscriptions	81.8%	80.1%	81.5%	80.1%
Non-GAAP Other	24.5%	15.6%	17.9%	22.8%
Non-GAAP Gross profit	77.2%	76.8%	76.6%	76.5%
Operating expenses reconciliation				
GAAP Research and development	19,082	16,490	54,786	48,097
Stock-based compensation	(2,598)	(1,996)	(6,799)	(5,491)
Acquisition related matters	-	(619)	(443)	(1,102)
Non-GAAP Research and development	16,484	13,875	47,544	41,504
As a % of total revenues non-GAAP	12.7%	14.3%	13.2%	15.1%
GAAP Sales and marketing	67,071	50,306	186,759	137,796
Stock-based compensation	(4,105)	(3,023)	(11,556)	(7,791)
Amortization of acquisition intangibles	-	(105)	(180)	(315)
Non-GAAP Sales and marketing	62,966	47,178	175,023	129,690
As a % of total revenues non-GAAP	48.5%	48.7%	48.5%	47.1%
GAAP General and administrative	19,073	13,649	52,885	41,114
Stock-based compensation	(3,213)	(2,511)	(9,328)	(6,997)
Acquisition related matters	-	-	-	(59)
Non-GAAP General and administrative	15,860	11,138	43,557	34,058
As a % of total revenues non-GAAP	12.2%	11.5%	12.1%	12.4%
Income (loss) from operations reconciliation				
GAAP loss from operations	(6,246)	(7,061)	(21,090)	(19,345)
Stock-based compensation	10,942	8,389	30,504	22,603
Amortization of acquisition intangibles	151	256	632	767
Acquisition related matters	-	619	443	1,161
Non-GAAP Income from operations	$ 4,847	$ 2,203	$ 10,489	$ 5,186
Non-GAAP Operating margin	3.7%	2.3%	2.9%	1.9%

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

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2017	**2016**	**2017**	**2016**
Net Income (loss) reconciliation				
GAAP Net loss	$ (5,712)	$ (7,979)	$ (20,052)	$ (22,363)
Stock-based compensation	10,942	8,389	30,504	22,603
Amortization of acquisition intangibles	151	256	632	767
Acquisition related matters	-	619	443	1,161
Intercompany remeasurement loss (gain)	(392)	745	(870)	2,341
Income tax expense effects *	-	-	-	-
Non-GAAP Net income	$ 4,989	$ 2,030	$ 10,657	$ 4,509
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	76,915	73,285	75,815	72,669
Effect of dilutive securities	6,194	3,838	5,784	3,355
Non-GAAP weighted average shares used in computing non-GAAP net income per share	83,109	77,123	81,599	76,024
GAAP Net loss per share	$ (0.07)	$ (0.11)	$ (0.26)	$ (0.31)
Non-GAAP Net income per share	$ 0.06	$ 0.03	$ 0.13	$ 0.06

* 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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RINGCENTRAL, INC.
RECONCILIATION OF CORE SOFTWARE SUBCRIPTION REVENUE
GAAP MEASURES TO NON-GAAP MEASURES
(Unaudited, in millions)

	Three Months Ended				
	September 30, 2016	**December 31, 2016**	**March 31, 2017**	**June 30, 2017**	**September 30, 2017**
Core subscription revenue reconciliation					
Software subscriptions	91.9	98.0	103.7	110.4	119.4
AT&T software subscriptions revenues	(12.4)	(13.0)	(12.9)	(12.9)	(13.5)
Core subscription revenue	79.5	85.0	90.8	97.5	105.9

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

	Q4 2017		FY 2017	
	Low Range	**High Range**	**Low Range**	**High Range**
GAAP revenues	136.0	138.0	497.0	499.0
GAAP loss from operations	(7.0)	(5.0)	(29.5)	(24.7)
GAAP operating margin	(5.1%)	(3.6%)	(5.9%)	(4.9%)
Stock-based compensation	11.6	10.5	43.6	39.4
Amortization of acquisition intangibles and acquisition related matters	0.2	0.1	1.3	1.2
Non-GAAP income from operations	$ 4.8	$ 5.6	$ 15.4	$ 15.9
Non-GAAP operating margin	3.5%	4.0%	3.1%	3.2%

RINGCENTRAL, INC.
RECONCILIATION OF OPERATING CASH FLOW TO FREE CASH FLOW
(in thousands)
(unaudited)

	Three Months Ended September 30,	
	2017	**2016**
Free cash flow reconciliation		
Net cash provided by operations	$ 13,424	$ 7,755
Cash outflows for capital expenditures	$ (9,016)	(4,132)
Free cash flow	$ 4,408	$ 3,623

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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	$ 42.0	$ 43.0
Cash outflows for capital expenditures	(30.0)	(28.0)
Free cash flow	$ 12.0	$ 15.0

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THANK YOU

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