

10x Genomics Reports Fourth Quarter and Full Year 2023 Financial Results and Provides Outlook for 2024

Q4 2023 revenue growth of 18% and FY 2023 revenue growth of 20% over the corresponding periods of 2022

PLEASANTON, Calif. February 15, 2024 – <u>10x Genomics, Inc.</u> (Nasdaq: TXG), a leader in single cell and spatial biology, today reported financial results for the fourth quarter and full year ended December 31, 2023 and provided outlook for 2024.

Recent Highlights

- Revenue was \$184.0 million for the fourth quarter and \$618.7 million for the full year of 2023, representing 18% and 20% increases over the corresponding periods of 2022.
- Increased cumulative instruments sold to 5,966 as of the end of 2023, comprising 5,180 Chromium instruments, 531 Visium instruments and 255 Xenium instruments.
- Launched preorders for Visium HD Spatial Gene Expression, enabling whole transcriptome spatial discovery at single cellscale resolution.
- Unveiled and launched preorders for the first two products featuring Chromium GEM-X technology, the next generation of the company's leading single cell technology architecture, enabling higher performance at larger scale and lower cost.

"Our innovation engine has consistently delivered transformational technologies that have enabled our customers to expand the frontiers of science," said Serge Saxonov, Co-founder and CEO of 10x Genomics. "We're building on last year's extraordinary launch of Xenium with new, franchise-defining products in each of our three platforms that will take our portfolio to the next level. Our priority is to ensure our customers' success with these new products as we work together to deliver on the full promise and potential of single cell and spatial biology to advance human health."

Fourth Quarter 2023 Financial Results

Revenue was \$184.0 million for the three months ended December 31, 2023, a 18% increase from \$156.2 million for the three months ended December 31, 2022. This increase was primarily due to a higher volume of Spatial instruments and consumables sold.

Gross margin was 63% for the fourth quarter of 2023, as compared to 76% for the corresponding prior year period. The decrease in gross margin was primarily due to product mix with a higher mix of Spatial instruments sold.

Operating expenses were \$171.0 million for the fourth quarter of 2023, a 20% increase from \$142.5 million for the corresponding prior year period. The increase was primarily driven by \$19.6 million of in-process research and development expense related to an agreement to acquire certain intangible and other assets earlier this year and impairment charges related to long-lived assets.

Operating loss was \$55.2 million for the fourth quarter of 2023, as compared to an operating loss of \$23.1 million for the corresponding prior year period. Operating loss also includes \$38.9 million of stock-based compensation for the fourth quarter of 2023, as compared to \$41.0 million for the fourth quarter of 2022.

Net loss was \$49.0 million for the fourth quarter of 2023, as compared to a net loss of \$17.2 million for the corresponding prior year period. This includes \$19.6 million of in-process research and development expense related to an agreement to acquire certain intangible and other assets earlier this year.



Full Year 2023 Financial Results

Revenue was \$618.7 million for the year ended December 31, 2023, a 20% increase from \$516.4 million for 2022.

Gross margin was 66% for full year 2023, as compared to 77% for 2022. The decrease in gross margin was primarily due to product mix with a higher mix of Spatial instruments sold.

Operating expenses were \$674.6 million for full year 2023, as compared to \$564.0 million for 2022, an increase of 20%. The increase was primarily driven by \$61.0 million of in-process research and development expense related to an agreement to acquire certain intangible and other assets earlier this year and higher personnel expenses including stock-based compensation expense.

Operating loss was \$265.3 million for full year 2023, as compared to an operating loss of \$167.9 million for 2022. This includes \$167.0 million of stock-based compensation for full year 2023, as compared to \$136.8 million for full year 2022.

Net loss was \$255.1 million for full year 2023, as compared to a net loss of \$166.0 million for 2022. This includes \$61.0 million of in-process research and development expense related to an agreement to acquire certain intangible and other assets earlier this year.

Cash and cash equivalents and marketable securities were \$388.7 million as of December 31, 2023.

2024 Financial Guidance

10x Genomics expects full year 2024 revenue to be in the range of \$670 million to \$690 million, representing 8% to 12% growth over full year 2023 revenue.

Webcast and Conference Call Information

10x Genomics will host a conference call to discuss the fourth quarter and full year 2023 financial results, business developments and outlook after market close on Thursday, February 15, 2024 at 1:30 PM Pacific Time / 4:30 PM Eastern Time. A webcast of the conference call can be accessed at http://investors.10xgenomics.com. The webcast will be archived and available for replay for at least 45 days after the event.

About 10x Genomics

10x Genomics is a life science technology company building products to accelerate the mastery of biology and advance human health. Our integrated solutions include instruments, consumables and software for single cell and spatial biology, which help academic and translational researchers and biopharmaceutical companies understand biological systems at a resolution and scale that matches the complexity of biology. Our products are behind breakthroughs in oncology, immunology, neuroscience and more, fueling powerful discoveries that are transforming the world's understanding of health and disease. To learn more, visit 10xgenomics.com or connect with us on LinkedIn or X (Twitter).

Forward Looking Statements

This press release contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 as contained in Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, which are subject to the "safe harbor" created by those sections. All statements included in this press release, other than statements of historical facts, may be forward-looking statements. Forward-looking statements generally can be identified by the use of forward-looking terminology such as "may," "might," "will," "should," "expect," "plan," "anticipate," "could," "intend," "target," "project," "contemplate," "believe," "see," "estimate," "predict," "potential," "would," "likely," "seek" or "continue" or the negatives of these terms or variations of them or similar terminology, but the absence of these words does not mean that a statement is not forward-looking. These forward-looking statements include statements regarding 10x Genomics, Inc.'s product momentum, potential, progress and launches, our expected performance advantages and benefits of using our



products and services, customer usage and adoption of our products and our financial performance and results of operations, including our expectations regarding revenue and guidance. These statements are based on management's current expectations, forecasts, beliefs, assumptions and information currently available to management. Actual outcomes and results could differ materially from these statements due to a number of factors and such statements should not be relied upon as representing 10x Genomics, Inc.'s views as of any date subsequent to the date of this press release. 10x Genomics, Inc. disclaims any obligation to update any forward-looking statements provided to reflect any change in our expectations or any change in events, conditions or circumstances on which any such statement is based, except as required by law. The material risks and uncertainties that could affect 10x Genomics, Inc.'s financial and operating results and cause actual results to differ materially from those indicated by the forward-looking statements made in this press release include those discussed under the captions "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in the company's most recently-filed 10-K and elsewhere in the documents 10x Genomics, Inc. files with the Securities and Exchange Commission from time to time.

Disclosure Information

10x Genomics uses filings with the Securities and Exchange Commission, our website (<u>www.10xgenomics.com</u>), press releases, public conference calls, public webcasts and our social media accounts as means of disclosing material non-public information and for complying with our disclosure obligations under Regulation FD.

Contacts

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10x Genomics, Inc. Consolidated Statement of Operations

(Unaudited)

(In thousands, except share and per share data)

	Three Months Ended December 31,					Year Ended December 31,					
		2023	2022		2023			2022			
Revenue (1)	\$	183,979	\$	156,232	\$	618,727	\$	516,409			
Cost of revenue (2)		68,197		36,827		209,414		120,386			
Gross profit		115,782		119,405		409,313		396,023			
Operating expenses:											
Research and development (2)		65,267		63,614		270,332		265,667			
In-process research and development		19,578		_		60,980					
Selling, general and administrative (2)		86,125		78,887		343,330		298,300			
Total operating expenses		170,970		142,501		674,642		563,967			
Loss from operations		(55,188)		(23,096)		(265,329)		(167,944)			
Other income (expense):											
Interest income		4,637		2,815		16,906		6,647			
Interest expense		(8)		(125)		(33)		(476)			
Other income (expense), net		3,961		3,995		(307)		(198)			
Total other income		8,590		6,685		16,566		5,973			
Loss before provision for income taxes		(46,598)		(16,411)		(248,763)		(161,971)			
Provision for income taxes		2,354		804		6,336		4,029			
Net loss	\$	(48,952)	\$	(17,215)	\$	(255,099)	\$	(166,000)			
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Net loss per share, basic and diluted	\$	(0.41)	\$	(0.15)	\$	(2.18)	\$	(1.46)			
Weighted-average shares used to compute net loss per share. basic and diluted	11	18,565,724	1	14,757,572		117,165,036		113,858,684			

(1) The following table represents revenue by source for the periods indicated (in thousands). Spatial products includes the Company's Visium and Xenium products:

	Three Months Ended December 31,					Twelve Months Ended December 31,			
		2023	2022		2023			2022	
Instruments									
Chromium	\$	11,150	\$	15,243	\$	47,866	\$	58,552	
Spatial		27,248		7,089		75,605		13,844	
Total instruments revenue		38,398		22,332		123,471		72,396	
Consumables									
Chromium		118,144		120,238		420,316		400,433	
Spatial		22,170		11,359		59,237		35,155	
Total consumables revenue		140,314		131,597		479,553		435,588	
Services		5,267		2,303		15,703		8,425	
Total revenue	\$	183,979	\$	156,232	\$	618,727	\$	516,409	



The following table presents revenue by geography based on the location of the customer for the periods indicated (in thousands):

	 Three Mo Decem			Twelve Months Ended December 31,				
	2023		2022	2023			2022	
Americas								
United States	\$ 99,322	\$	82,828	\$	360,091	\$	284,987	
Americas (excluding United States)	 4,520		2,794		13,101		8,791	
Total Americas	 103,842		85,622		373,192		293,778	
Europe, Middle East and Africa	50,589		43,001		142,276		117,068	
Asia-Pacific								
China ¹	11,748		16,277		50,965		64,356	
Asia-Pacific (excluding China)	 17,800		11,332		52,294		41,207	
Total Asia-Pacific	29,548		27,609		103,259		105,563	
Total Revenue	\$ 183,979	\$	156,232	\$	618,727	\$	516,409	

¹ Includes Hong Kong effective from the first quarter of 2023. Comparative periods have been adjusted for this inclusion.

(2) Includes stock-based compensation expense as follows:

	 Three Months Ended December 31,				Year Ended December 31,			
(in thousands)	 2023	2022		2023		2022		
Cost of revenue	\$ 1,928	\$	1,511	\$	7,068	\$	5,259	
Research and development	17,608		17,865		72,804		59,211	
Selling, general and administrative	 19,382		21,598		87,078		72,378	
Total stock-based compensation expense	\$ 38,918	\$	40,974	\$	166,950	\$	136,848	



10x Genomics, Inc. Consolidated Balance Sheets

(Unaudited)

(In thousands, except share and per share data)

Total current liabilities 127,162 130,957 Operating lease liabilities, noncurrent 83,849 86,139 Deferred revenue, noncurrent 8,814 3,165 Other noncurrent liabilities 4,275 2,976 Total liabilities 224,100 223,237 Commitments and contingencies Stockholders' equity: Preferred stock, \$0.00001 par value; 100,000,000 shares authorized, no shares issued or outstanding as of December 31, 2023 and December 31, 2022 — — Common stock, \$0.00001 par value; 1,100,000,000 shares authorized and 119,095,362 and 115,195,009 shares issued and outstanding as of December 31, 2023 and 2022 2 2 Additional paid-in capital 2,025,890 1,839,397 Accumulated deficit (1,284,420) (1,029,321)			Decem	31,	
Current assets: Cash and cash equivalents \$ 139,248 \$ 219,746 Marketable securities 29,411 20,238 Restricted cash - 26,233 Accounts receivable, net 114,832 101,211 Inventory 73,706 18,789 Prepaid expenses and other current assets 596,222 653,035 Property and equipment, net 279,571 289,328 Restricted cash - 5 4,974 Operating lease right-of-use assets 65,611 6,882 Goodwill 4,511 4,511 Integrible assets, net 16,615 2,283 Obe description-outernet assets 6,561 6,882 Goodwill 4,511 4,511 Integrible assets, net 16,615 2,283 Ober trall assets 5,654 2,283 Other transport 5,564 3,002 Trall assets 3,015 3,259 Accounts payable 5,573 5,215 Accounts payable 1,152 3,005 Accounts payable			2023		2022
Cash and cash equivalents \$ 359,284 \$ 219,476 Marketable securities 29,411 210,238 Restricted cash — 6,633 2,621 Accounts receivable, net 1114,832 104,211 Inventory 73,706 81,629 Prepaid expenses and other current assets 18,789 16,578 Total current assets 596,022 653,035 Toperty and equipment, net 279,571 289,328 Restricted cash — 65,361 69,882 Goodwill 4,511 4,511 Intangible assets, net 16,616 22,858 Ober noncurrent assets 3062 2,392 Total assets 3065,143 3,028,980 Labilities and stockholders' equity 515,738 8,125,99 Accrued compensation and related benefits 30,105 32,675 Accrued expenses and other current liabilities 31,150 7,867 Operating lease liabilities 127,162 130,957 Operating lease liabilities 127,162 130,957 Operating lease liabilities, noncur	Assets				
Marketable securities 29,411 20,238 Restricted cash — 2,633 Accounts receivable, net 1114,832 104,211 Inventory 37,006 81,629 Prepaid expenses and other current assets 18,789 16,578 Total current assets 596,022 635,035 Property and equipment, net 279,571 289,328 Restricted cash 65,361 98,822 Goodwill 4,511 4,511 Intagible assets, net 16,616 22,858 Other noncurrent assets 3,602 2,302 Total assets 5,651,43 3,028,982 Common current assets 3,603 2,328 Other noncurrent assets 3,062 2,328 Common spayable 5,157,38 21,599 Accrued compensation and related benefits 3,015 3,675 Accrued compensation and related benefits 3,03 3,675 Accrued compensation and related benefits 3,03 3,675 Operating lease liabilities 3,04 3,613	Current assets:				
Restricted cash 2,633 Accounts receivable, net 114,832 104,211 Inventory 73,706 81,629 Prepaid expenses and other current assets 18,789 16,578 Total current assets 596,022 635,035 Property and equipment, net 279,571 289,328 Restricted cash — 4,974 Operating lease right-of-use assets 65,361 66,881 Goodwill 4,511 4,511 Intangible assets, net 16,616 22,858 Other noncurrent assets 3,062 2,302 Total assets 3,062 2,302 Total billities 4,511 5,115,738 \$ 10,289,80 Accrued compensation and related benefits 3,016 3,028,90 Accrued compensation and related benefits 5,15,738 \$ 1,599 Accrued expenses and other current liabilities 5,648 59,779 Deferred revenue 13,150 7,867 Operating lease liabilities 5,15,738 8,613 Operating lease liabilities 2,21 <td>Cash and cash equivalents</td> <td>\$</td> <td>359,284</td> <td>\$</td> <td>219,746</td>	Cash and cash equivalents	\$	359,284	\$	219,746
Accounts receivable, net 114,832 104,211 Inventory 73,706 81,629 Prepaid expenses and other current assets 18,789 16,578 Total current assets 590,022 35,305 Property and equipment, net 279,571 289,328 Restricted cash ————————————————————————————————————	Marketable securities		29,411		210,238
Inventory 73,706 81,629 Prepaid expenses and other current assets 18,789 16,788 Total current assets 596,022 635,035 Property and equipment, net 279,571 89,328 Restricted eash — 4,974 Operating lease right-of-use assets 65,361 60,882 Goodwill 4,511 4,511 Intangible assets, net 16,61 22,858 Other noncurrent assets 3,02 3,02 Total assets 3,05 3,02 Total assets \$15,738 \$1,259 Accounts papalo \$15,738 \$1,579 Accounts papalo \$15,738 \$1,579 Accrued compensation and related benefits 30,105 \$2,675 Accrued expenses and other current liabilities 56,648 59,719 Deferred revenue 13,150 7,867 Operating lease liabilities, noncurrent 83,84 8,13 Operating lease liabilities, noncurrent 8,814 3,05 Operating lease liabilities, noncurrent 8,814	Restricted cash		_		2,633
Prepaid expenses and other current assets 18,789 16,078 Total current assets 596,022 635,035 Property and equipment, net 279,571 289,328 Restricted cash — 4,974 Operating least right-of-use assets 65,361 6,882 Goodwill 4,411 4,511 Intangible assets, net 16,661 22,858 Other noncurrent assets 3,062 2,302 Total assets 9,051,43 21,028,08 Total assets 8,052,43 21,028,08 Total trent liabilities 5,15,38 21,039,08 Accounts payable \$ 15,738 \$ 21,599 Accounts payable \$ 13,60 3,015 3,075 Accured expenses and other current liabilities 5,045 5,079 Deferred revenue 13,15 9,037 Operating lease liabilities, noncurrent 8,814 3,165 Other noncurrent liabilities 22,10 22,323 Other noncurrent liabilities 22,10 22,323 Operating lease liabilities, noncurrent	Accounts receivable, net		114,832		104,211
Total current assets 596,022 635,035 Property and equipment, net 279,571 289,328 Restricted cash — 4,974 Operating lease right-of-use assets 65,361 69,882 Goodwill 4,511 4,511 Intangible assets, net 16,616 22,888 Other noncurrent assets 3,002 2,392 Total assets \$ 965,143 1,028,980 Libilities and stockholders' equity Current liabilities Accounts payable \$ 15,738 \$ 15,799 Accrued compensation and related benefits 30,105 32,675 Accrued compensation and related benefits 30,105 32,675 Accrued compensation and related benefits 56,648 59,779 Deferred revenue 13,150 7,867 Operating lease liabilities 11,521 9,037 Total current liabilities 81,34 3,165 Other noncurrent 8,814 3,165 Other noncurrent 8,814 3,165 Other noncurrent liabilities<	Inventory		73,706		81,629
Property and equipment, net 279,571 289,328 Restricted cash — 4,974 Operating lease right-of-use assets 65,361 69,882 Goodwill 4,511 4,511 Intangible assets, net 3,062 2,392 Other noncurrent assets 3,062 2,392 Total assets \$955,143 \$10,898 Intabilities and stockholders' equity Userrent liabilities Accounts payable \$15,738 \$1,599 Accrued compensation and related benefits 30,105 32,675 Accrued expenses and other current liabilities 56,648 59,779 Deferred revenue 13,150 7,867 Operating lease liabilities 11,521 9,037 Operating lease liabilities 11,521 9,037 Operating lease liabilities 2,176 130,957 Operating lease liabilities 2,176 3,165 Objecting lease liabilities, noncurrent 4,275 2,275 Operating lease liabilities, noncurrent 2,275 2,275	Prepaid expenses and other current assets		18,789		16,578
Restricted cash — 4,974 Operating lease right-of-use assets 65,361 69,882 Goodwill 4,511 4,511 Intagible assets, net 16,616 22,858 Other noncurrent assets 3,062 2,302 Total assets 965,13 3,028,908 Labilities and stockholders' equity Current liabilities Accounts payable \$ 15,738 \$ 21,599 Accrued compensation and related benefits 30,105 32,675 Accrued expenses and other current liabilities 56,648 59,779 Deferred revenue 11,512 9,037 Operating lease liabilities 11,512 9,037 Operating lease liabilities, noncurrent 212,162 13,957 Operating lease liabilities, noncurrent 8,814 3,165 Other noncurrent liabilities 2,27 2,976 Operating lease liabilities, noncurrent 2,27 2,976 Other noncurrent liabilities 2,27 2,976 Other noncurrent liabilities 2,27 2,976	Total current assets		596,022		635,035
Operating lease right-of-use assets 65,361 69,882 Goodwill 4,511 4,511 Intangible assets, net 16,616 22,858 Other noncurrent assets 3,002 2,302 Total assets \$ 965,134 \$ 1028,980 Ibilities and stockholders' equity Temperature liabilities Accounts payable \$ 15,738 \$ 21,599 Accrued compensation and related benefits 30,105 32,675 Accrued expenses and other current liabilities 56,648 59,779 Deferred revenue 13,150 7,867 Operating lease liabilities 127,162 30,057 Operating lease liabilities, noncurrent 83,49 86,139 Operating lease liabilities, noncurrent 8,814 3,65 Operating lease liabilities, noncurrent 8,814 3,65 Operating lease liabilities 22,21 2,27 Operating lease liabilities 2,22 2,27 Operating lease liabilities 2,22 2,22 Operating lease liabilities 2,22 2,22 <t< td=""><td>Property and equipment, net</td><td></td><td>279,571</td><td></td><td>289,328</td></t<>	Property and equipment, net		279,571		289,328
Goodwill 4,511 4,511 Intangible assets, net 16,616 22,858 Other noncurrent assets 3,062 2,392 Total assets 96,51,31 \$10,28,980 Libilities are recovered with time that teckholders' equity Current liabilities: 815,738 \$21,599 Accounts payable \$15,738 \$21,599 Accrued compensation and related benefits 30,105 32,675 Accrued expenses and other current liabilities 56,648 59,779 Deferred revenue 13,150 7,867 Operating lease liabilities 115,21 9,037 Total current liabilities 127,162 130,957 Operating lease liabilities, noncurrent 83,849 86,139 Deferred revenue, noncurrent 8,814 3,165 Other noncurrent liabilities 224,100 223,237 Comminist and contingencies 224,100 232,337 Total liabilities 224,100 23,337 Freferred stock, \$0,00001 par value; 1,00,000,000 shares authorized and 119,095,362 2 2	Restricted cash		_		4,974
Intangible assets, net 16,616 22,858 Other noncurrent assets 3,062 2,302 Total assets 965,143 1,028,980 Liabilities and stockholders' equity Current liabilities: Accounts payable \$15,738 \$21,599 Accrued compensation and related benefits 30,105 32,675 Accrued expenses and other current liabilities 56,648 59,779 Deferred revenue 13,150 7,867 Operating lease liabilities 11,211 9,037 Total current liabilities 127,162 130,957 Operating lease liabilities, noncurrent 8,814 3,165 Other noncurrent liabilities 8,814 3,165 Other noncurrent liabilities 4,275 2,976 Other noncurrent liabilities 224,100 223,237 Commitments and contingencies 2,210 223,237 Commitments and contingencies 2,25 2 Preferred stock, \$0,00001 par value; 100,000,000 shares authorized and 119,095,362 and 115,195,009 shares issued and outstanding as of December 31, 2023 and December 31, 2023 and December	Operating lease right-of-use assets		65,361		69,882
Other noncurrent assets 3,06 2,95 Total assets 965,14 1,028,980 Liabilities and stockholders' equity Urrent liabilities: Accounts payable \$15,73 \$21,599 Accrued compensation and related benefits 30,105 32,675 Accrued expenses and other current liabilities 56,648 59,779 Deferred revenue 13,150 7,867 Operating lease liabilities 11,251 13,095 Operating lease liabilities, noncurrent 8,814 3,105 Operating lease liabilities, noncurrent 8,814 3,105 Other noncurrent liabilities 2,24,00 223,23 Total liabilities 2,24,00 223,23 Total liabilities 2,24,00 223,23 Preferred stock, \$0,00001 par value; 100,000,000 shares authorized, no shares issued 2,25 2 Common stock, \$0,00001 par value; 1100,000,000 shares authorized and 119,095,362 2 2 and 115,195,009 shares issued and outstanding as of December 31, 2023 and December	Goodwill		4,511		4,511
Total assets 965,143 \$1,028,980 Liabilities and stockholders' equity Current liabilities: 8 15,738 \$ 21,599 Accounts payable \$ 15,738 \$ 21,599 Accrued compensation and related benefits 30,105 32,675 Accrued expenses and other current liabilities 56,648 59,779 Deferred revenue 13,150 7,867 Operating lease liabilities 115,211 9,037 Total current liabilities 127,162 130,957 Operating lease liabilities, noncurrent 83,849 86,139 Deferred revenue, noncurrent 8,814 3,165 Other noncurrent liabilities 4,275 2,976 Total liabilities 224,100 223,237 Commitments and contingencies 5 5 Stockholders' equity: - - - Preferred stock, \$0,00001 par value; 100,000,000 shares authorized, no shares issued or outstanding as of December 31, 2023 and December 31, 2022 2 2 Common stock, \$0,00001 par value; 1,100,000,000 shares authorized and 119,095,362 and 115,195,009 shares issued and outstanding as of December 31, 2023	Intangible assets, net		16,616		22,858
Current liabilities and stockholders' equity Current liabilities	Other noncurrent assets		3,062		2,392
Current liabilities: Accounts payable \$ 15,738 \$ 21,599 Accrued compensation and related benefits 30,105 32,675 Accrued expenses and other current liabilities 56,648 59,779 Deferred revenue 13,150 7,867 Operating lease liabilities 11,521 9,037 Total current liabilities 127,162 130,957 Operating lease liabilities, noncurrent 83,849 86,139 Deferred revenue, noncurrent 8,814 3,165 Other noncurrent liabilities 4,275 2,976 Total liabilities 224,100 223,237 Commitments and contingencies 224,100 223,237 Commitments and contingencies Stockholders' equity: Preferred stock, \$0,00001 par value; 100,000,000 shares authorized, no shares issued or outstanding as of December 31, 2023 and December 31, 2022	Total assets	\$	965,143	\$	1,028,980
Accounts payable \$ 15,738 \$ 21,599 Accrued compensation and related benefits 30,105 32,675 Accrued expenses and other current liabilities 56,648 59,779 Deferred revenue 13,150 7,867 Operating lease liabilities 11,521 9,037 Total current liabilities 127,162 130,957 Operating lease liabilities, noncurrent 83,849 86,139 Deferred revenue, noncurrent 8,814 3,165 Other noncurrent liabilities 4,275 2,976 Total liabilities 224,100 223,237 Commitments and contingencies Stockholders' equity: - - Preferred stock, \$0,00001 par value; 100,000,000 shares authorized, no shares issued or outstanding as of December 31, 2023 and December 31, 2022 - - Common stock, \$0,00001 par value; 1,100,000,000 shares authorized and 119,095,362 and 115,195,009 shares issued and outstanding as of December 31, 2023 and 2022 2 2 Additional paid-in capital 2,025,890 1,839,397 Accumulated deficit (1,284,420) (1,029,321) Accumulated other comprehensive loss (429)	Liabilities and stockholders' equity			_	
Accrued compensation and related benefits 30,105 32,675 Accrued expenses and other current liabilities 56,648 59,779 Deferred revenue 13,150 7,867 Operating lease liabilities 11,521 9,037 Total current liabilities 127,162 130,957 Operating lease liabilities, noncurrent 83,849 86,139 Deferred revenue, noncurrent 8,814 3,165 Other noncurrent liabilities 4,275 2,976 Total liabilities 224,100 223,237 Commitments and contingencies Stockholders' equity: - - Preferred stock, \$0.00001 par value; 100,000,000 shares authorized, no shares issued or outstanding as of December 31, 2023 and December 31, 2022 - - Common stock, \$0.00001 par value; 1,100,000,000 shares authorized and 119,095,362 and 115,195,009 shares issued and outstanding as of December 31, 2023 and 2022 2 2 Additional paid-in capital 2,025,890 1,839,397 Accumulated deficit (1,284,420) (1,029,321) Accumulated other comprehensive loss (429) (4,335) Total stockholders' equity <td< td=""><td>Current liabilities:</td><td></td><td></td><td></td><td></td></td<>	Current liabilities:				
Accrued expenses and other current liabilities 56,648 59,779 Deferred revenue 13,150 7,867 Operating lease liabilities 11,521 9,037 Total current liabilities 127,162 130,957 Operating lease liabilities, noncurrent 83,849 86,139 Deferred revenue, noncurrent 8,814 3,165 Other noncurrent liabilities 4,275 2,976 Total liabilities 224,100 223,237 Commitments and contingencies Stockholders' equity: - - Preferred stock, \$0.00001 par value; 100,000,000 shares authorized, no shares issued or outstanding as of December 31, 2023 and December 31, 2022 - - Common stock, \$0.00001 par value; 1,100,000,000 shares authorized and 119,095,362 and 115,195,009 shares issued and outstanding as of December 31, 2023 and 2022 2 2 Additional paid-in capital 2,025,890 1,839,397 Accumulated deficit (1,284,420) (1,029,321) Accumulated other comprehensive loss (429) (4,335) Total stockholders' equity 741,043 805,743	Accounts payable	\$	15,738	\$	21,599
Deferred revenue 13,150 7,867 Operating lease liabilities 11,521 9,037 Total current liabilities 127,162 130,957 Operating lease liabilities, noncurrent 83,849 86,139 Deferred revenue, noncurrent 8,814 3,165 Other noncurrent liabilities 4,275 2,976 Total liabilities 224,100 223,237 Commitments and contingencies Stockholders' equity: - - Preferred stock, \$0.00001 par value; 100,000,000 shares authorized, no shares issued or outstanding as of December 31, 2023 and December 31, 2022 - - Common stock, \$0.00001 par value; 1,100,000,000 shares authorized and 119,095,362 and 115,195,009 shares issued and outstanding as of December 31, 2023 and 2022 2 2 Additional paid-in capital 2,025,890 1,839,397 Accumulated deficit (1,284,420) (1,029,321) Accumulated other comprehensive loss (429) (4,335) Total stockholders' equity 741,043 805,743	Accrued compensation and related benefits		30,105		32,675
Operating lease liabilities 11,521 9,037 Total current liabilities 127,162 130,957 Operating lease liabilities, noncurrent 83,849 86,139 Deferred revenue, noncurrent 8,814 3,165 Other noncurrent liabilities 4,275 2,976 Total liabilities 224,100 223,237 Commitments and contingencies Stockholders' equity: - - Preferred stock, \$0.00001 par value; 100,000,000 shares authorized, no shares issued or outstanding as of December 31, 2023 and December 31, 2022 - - Common stock, \$0.00001 par value; 1,100,000,000 shares authorized and 119,095,362 and 115,195,009 shares issued and outstanding as of December 31, 2023 and 2022 2 2 Additional paid-in capital 2,025,890 1,839,397 Accumulated deficit (1,284,420) (1,029,321) Accumulated other comprehensive loss (429) (4,335) Total stockholders' equity 741,043 805,743	Accrued expenses and other current liabilities		56,648		59,779
Total current liabilities 127,162 130,957 Operating lease liabilities, noncurrent 83,849 86,139 Deferred revenue, noncurrent 8,814 3,165 Other noncurrent liabilities 4,275 2,976 Total liabilities 224,100 223,237 Commitments and contingencies Stockholders' equity: - - Preferred stock, \$0.00001 par value; 100,000,000 shares authorized, no shares issued or outstanding as of December 31, 2023 and December 31, 2022 - - Common stock, \$0.00001 par value; 1,100,000,000 shares authorized and 119,095,362 and 115,195,009 shares issued and outstanding as of December 31, 2023 and 2022 2 2 Additional paid-in capital 2,025,890 1,839,397 Accumulated deficit (1,284,420) (1,029,321) Accumulated other comprehensive loss (429) (4,335) Total stockholders' equity 741,043 805,743	Deferred revenue		13,150		7,867
Operating lease liabilities, noncurrent 83,849 86,139 Deferred revenue, noncurrent 8,814 3,165 Other noncurrent liabilities 4,275 2,976 Total liabilities 224,100 223,237 Commitments and contingencies Stockholders' equity: - - Preferred stock, \$0.00001 par value; 100,000,000 shares authorized, no shares issued or outstanding as of December 31, 2023 and December 31, 2022 - - Common stock, \$0.00001 par value; 1,100,000,000 shares authorized and 119,095,362 and 115,195,009 shares issued and outstanding as of December 31, 2023 and 2022 2 2 Additional paid-in capital 2,025,890 1,839,397 Accumulated deficit (1,284,420) (1,029,321) Accumulated other comprehensive loss (429) (4,335) Total stockholders' equity 741,043 805,743	Operating lease liabilities		11,521		9,037
Deferred revenue, noncurrent 8,814 3,165 Other noncurrent liabilities 4,275 2,976 Total liabilities 224,100 223,237 Commitments and contingencies Stockholders' equity: Preferred stock, \$0.00001 par value; 100,000,000 shares authorized, no shares issued or outstanding as of December 31, 2023 and December 31, 2022 — — Common stock, \$0.00001 par value; 1,100,000,000 shares authorized and 119,095,362 and 115,195,009 shares issued and outstanding as of December 31, 2023 and 2022 2 2 Additional paid-in capital 2,025,890 1,839,397 Accumulated deficit (1,284,420) (1,029,321) Accumulated other comprehensive loss (429) (4,335) Total stockholders' equity 741,043 805,743	Total current liabilities		127,162		130,957
Other noncurrent liabilities 4,275 2,976 Total liabilities 224,100 223,237 Commitments and contingencies Stockholders' equity: Preferred stock, \$0.00001 par value; 100,000,000 shares authorized, no shares issued or outstanding as of December 31, 2023 and December 31, 2022 — — Common stock, \$0.00001 par value; 1,100,000,000 shares authorized and 119,095,362 and 115,195,009 shares issued and outstanding as of December 31, 2023 and 2022 2 2 Additional paid-in capital 2,025,890 1,839,397 Accumulated deficit (1,284,420) (1,029,321) Accumulated other comprehensive loss (429) (4,335) Total stockholders' equity 741,043 805,743	Operating lease liabilities, noncurrent		83,849		86,139
Total liabilities 224,100 223,237 Commitments and contingencies Stockholders' equity: Preferred stock, \$0.00001 par value; 100,000,000 shares authorized, no shares issued or outstanding as of December 31, 2023 and December 31, 2022 — — Common stock, \$0.00001 par value; 1,100,000,000 shares authorized and 119,095,362 and 115,195,009 shares issued and outstanding as of December 31, 2023 and 2022 2 2 Additional paid-in capital 2,025,890 1,839,397 Accumulated deficit (1,284,420) (1,029,321) Accumulated other comprehensive loss (429) (4,335) Total stockholders' equity 741,043 805,743	Deferred revenue, noncurrent		8,814		3,165
Commitments and contingencies Stockholders' equity: Preferred stock, \$0.00001 par value; 100,000,000 shares authorized, no shares issued or outstanding as of December 31, 2023 and December 31, 2022 Common stock, \$0.00001 par value; 1,100,000,000 shares authorized and 119,095,362 and 115,195,009 shares issued and outstanding as of December 31, 2023 and 2022 Additional paid-in capital Accumulated deficit Accumulated other comprehensive loss Total stockholders' equity Commitments and contingencies 3, 30,30,30,30,30,30,30,30,30,30,30,30,30,3	Other noncurrent liabilities		4,275		2,976
Stockholders' equity: Preferred stock, \$0.00001 par value; 100,000,000 shares authorized, no shares issued or outstanding as of December 31, 2023 and December 31, 2022 Common stock, \$0.00001 par value; 1,100,000,000 shares authorized and 119,095,362 and 115,195,009 shares issued and outstanding as of December 31, 2023 and 2022 Additional paid-in capital Accumulated deficit Common stock, \$0.00001 par value; 1,100,000,000 shares authorized and 119,095,362 and 115,195,009 shares issued and outstanding as of December 31, 2023 and 2022 Additional paid-in capital Accumulated deficit Common stock, \$0.00001 par value; 1,100,000,000 shares authorized and 119,095,362 and 112,095,362 and 115,195,009 shares issued or outstanding as of December 31, 2023 and 2022 Additional paid-in capital Common stock, \$0.00001 par value; 1,100,000,000 shares authorized and 119,095,362 and 112,095,362 and 115,195,009 shares issued and outstanding as of December 31, 2023 and 2022 Additional paid-in capital Common stock, \$0.00001 par value; 1,100,000,000 shares authorized and 119,095,362 and 119,095,362 and 115,195,009 shares issued and outstanding as of December 31, 2023 and 2022 Additional paid-in capital Common stock, \$0.00001 par value; 1,100,000,000 shares authorized and 119,095,362 and 119,095,362 and 115,195,009 shares issued or outstanding as of December 31, 2023 and 2022 Additional paid-in capital Common stock, \$0.00001 par value; 1,100,000,000 shares authorized and 119,095,362 and 11	Total liabilities		224,100		223,237
Preferred stock, \$0.00001 par value; 100,000,000 shares authorized, no shares issued or outstanding as of December 31, 2023 and December 31, 2022 — ———————————————————————————————	Commitments and contingencies				
outstanding as of December 31, 2023 and December 31, 2022 Common stock, \$0.00001 par value; 1,100,000,000 shares authorized and 119,095,362 and 115,195,009 shares issued and outstanding as of December 31, 2023 and 2022 2 Additional paid-in capital 2,025,890 1,839,397 Accumulated deficit (1,284,420) (1,029,321) Accumulated other comprehensive loss (429) (4,335) Total stockholders' equity 741,043 805,743	Stockholders' equity:				
and 115,195,009 shares issued and outstanding as of December 31, 2023 and 2022 2 Additional paid-in capital 2,025,890 1,839,397 Accumulated deficit (1,284,420) (1,029,321) Accumulated other comprehensive loss (429) (4,335) Total stockholders' equity 741,043 805,743		•	_		_
Accumulated deficit (1,284,420) (1,029,321) Accumulated other comprehensive loss (429) (4,335) Total stockholders' equity 741,043 805,743			2		2
Accumulated other comprehensive loss (429) (4,335) Total stockholders' equity 741,043 805,743	Additional paid-in capital		2,025,890		1,839,397
Accumulated other comprehensive loss (429) (4,335) Total stockholders' equity 741,043 805,743	Accumulated deficit		(1,284,420)		(1,029,321)
Total stockholders' equity 741,043 805,743	Accumulated other comprehensive loss		(429)		(4,335)
	Total stockholders' equity		741,043		805,743
	Total liabilities and stockholders' equity	\$	965,143	\$	1,028,980