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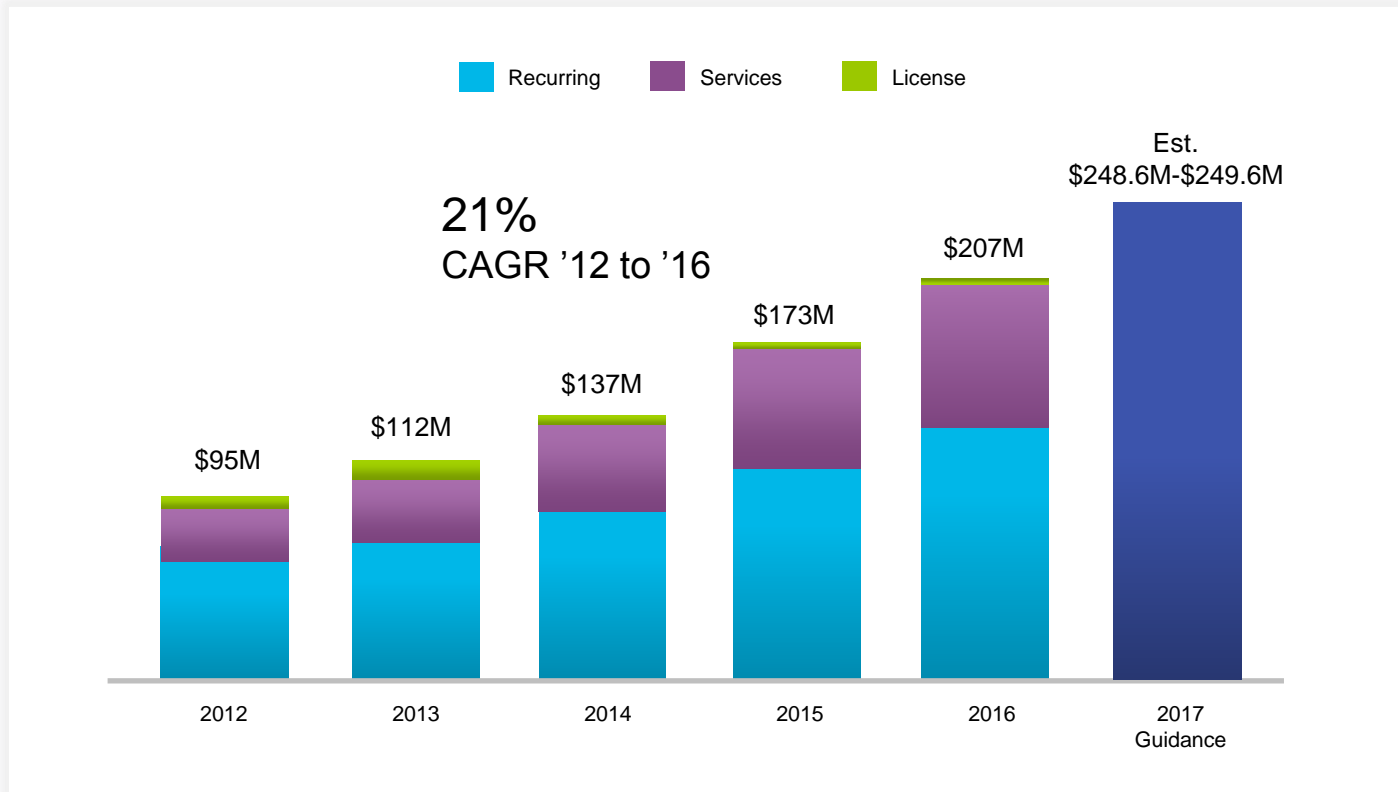
Q3-2017 Supplemental Information

November 2017

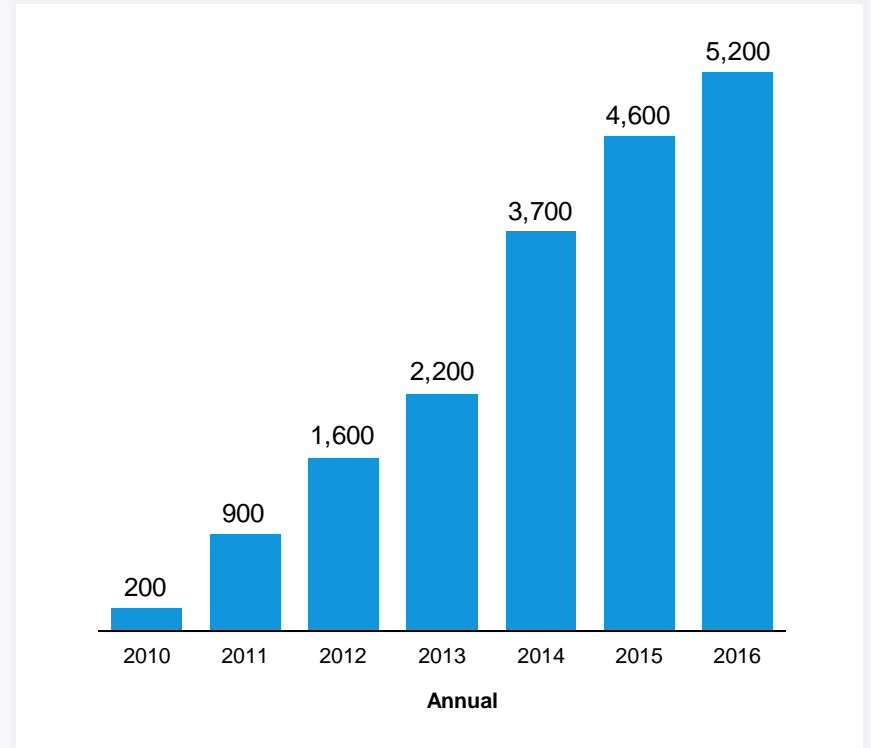
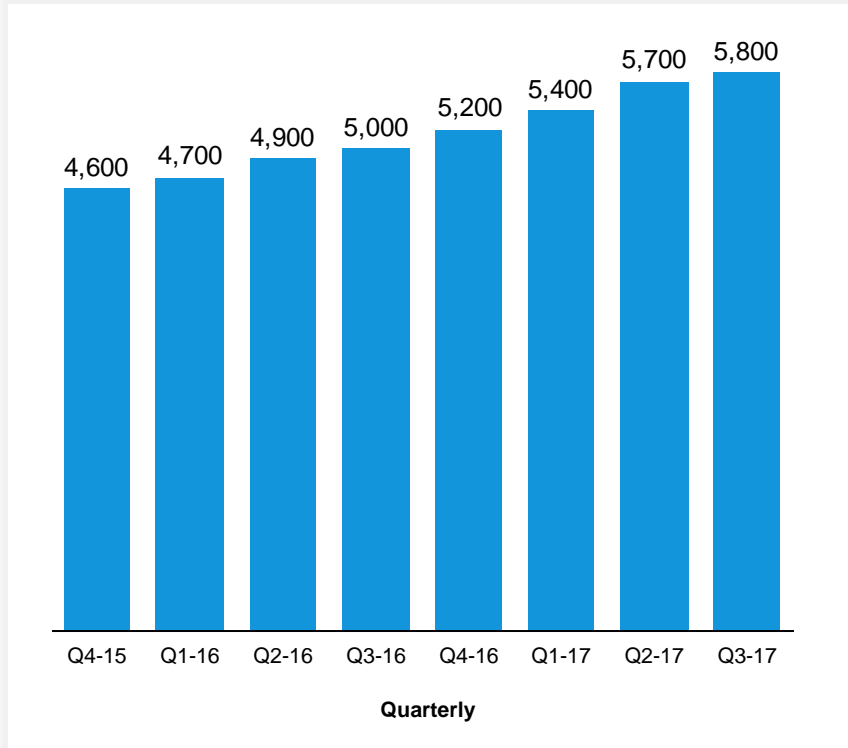
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These slides and the accompanying oral presentation contain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. All statements other than statements of historical facts contained in these slides and the accompanying oral presentation, including statements regarding our future operations, future financial position and performance (including guidance), future revenue, projected expenses, expectations, intentions, opportunities, prospects and plans, and objectives of management are forward-looking statements. Generally, you can identify forward-looking statements by terms such as “anticipate,” “believe,” “estimate,” “expect,” “intent,” “may,” “might,” “plan,” “project,” “will,” “would,” “should,” “could,” “can,” “predict,” “potential,” “continue,” “objective,” or the negative of these terms or similar expressions. We have based these forward-looking statements largely on our estimates of our financial results and our current expectations and projections about future events and financial trends that we believe may affect our financial condition, results of operations, business strategy, short-term and long-term business operations, and objectives and financial needs. These forward-looking statements are subject to a number of risks, uncertainties and assumptions, including, but not limited to, our operation in an emerging market, our relatively new and evolving business model, our ability to evaluate our current and future prospects, our ability to compete in international markets, our ability to maintain successful relationships with our channel partners, and a number of other factors outside of our control. These risks and uncertainties also include those described under the heading “Risk Factors” and elsewhere in our filings we make from time to time with the SEC. Moreover, we operate in a very competitive and rapidly changing environment. New risks emerge from time to time. It is not possible for management to predict all risks, nor can we assess the impact of all factors on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements we may make. In light of these risks, uncertainties and assumptions, the forward-looking events and circumstances discussed in these slides and the accompanying oral presentation may not occur and actual results could differ materially and adversely from those anticipated or implied in the forward-looking statements. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee that the future results, levels of activity, performance or events and circumstances reflected in the forward-looking statements will be achieved or occur. Moreover, neither we nor any other person assume responsibility for the accuracy and completeness of the forward-looking statements. Any forward-looking statement speaks only as of the date when made and may be based on assumptions that do not prove to be accurate. Except as required by law, we undertake no obligation to update publicly any forward-looking statements for any reason after the date of this presentation, to conform these statements to actual results or to changes in our expectations, whether as a result of new information or future events occurring after the date of this presentation.

Revenue Growth

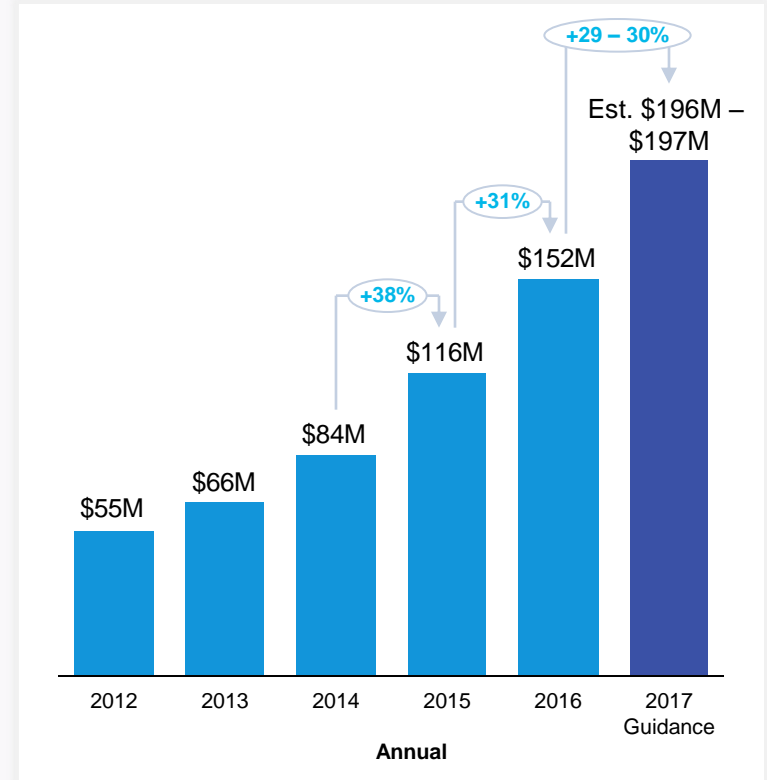
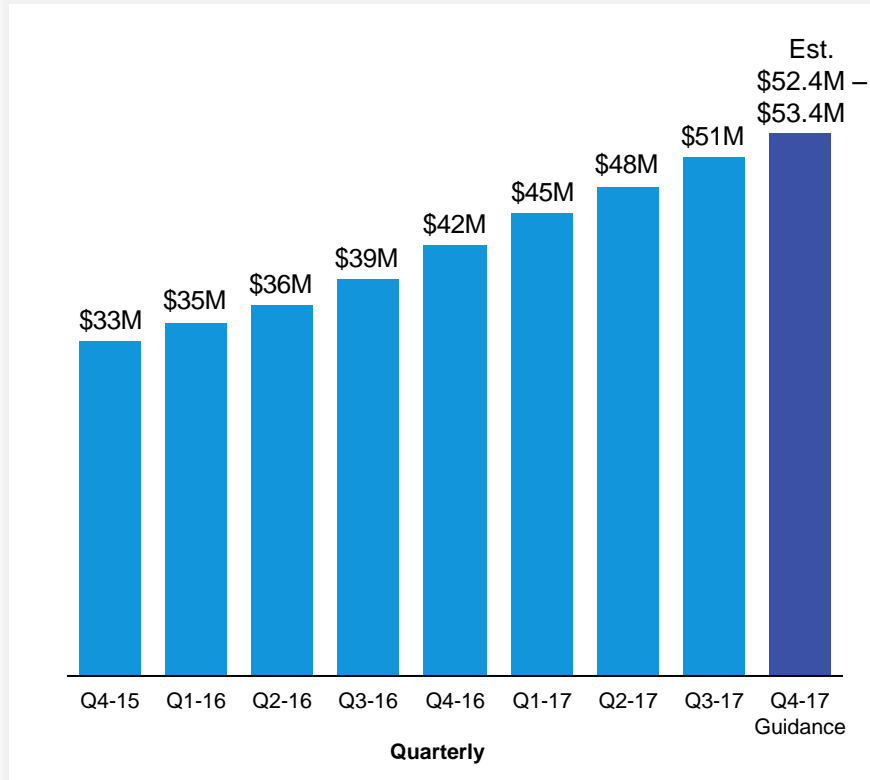


Total Customer Count

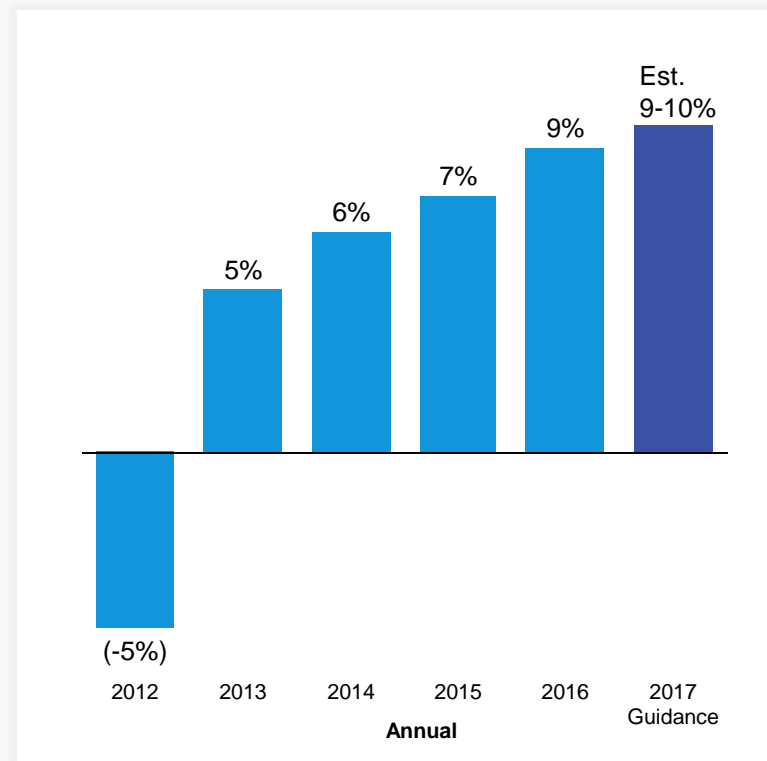
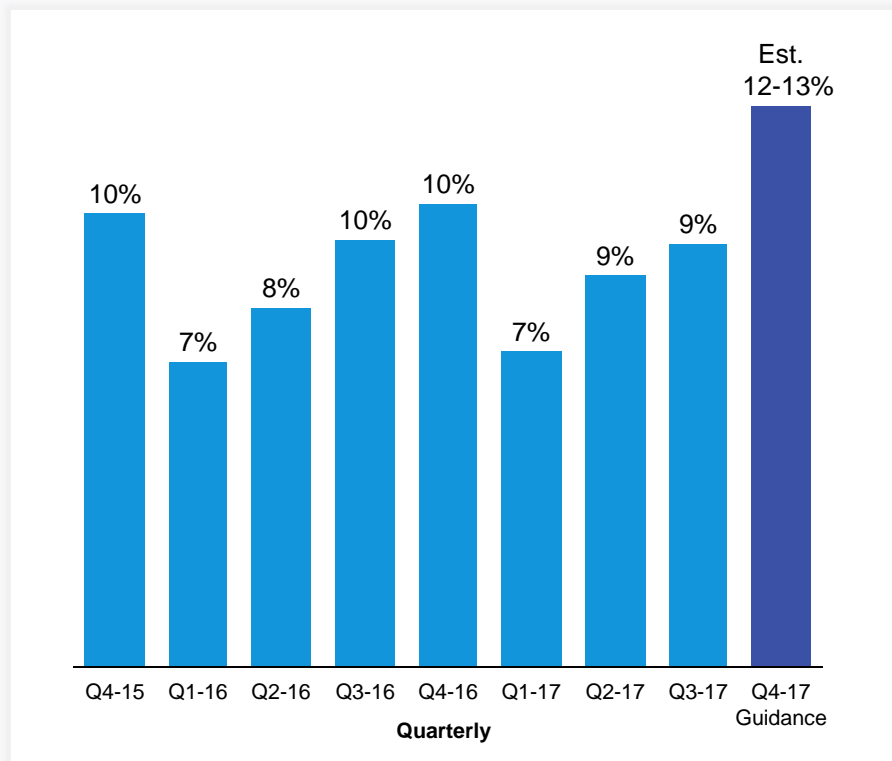


Note: Customer count is rounded to nearest hundred.

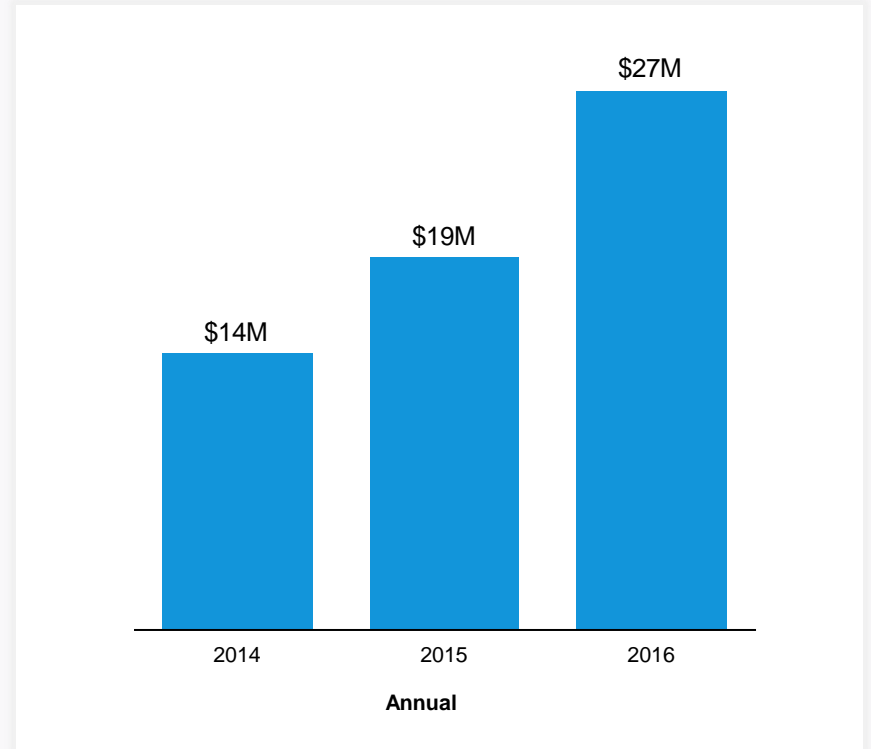
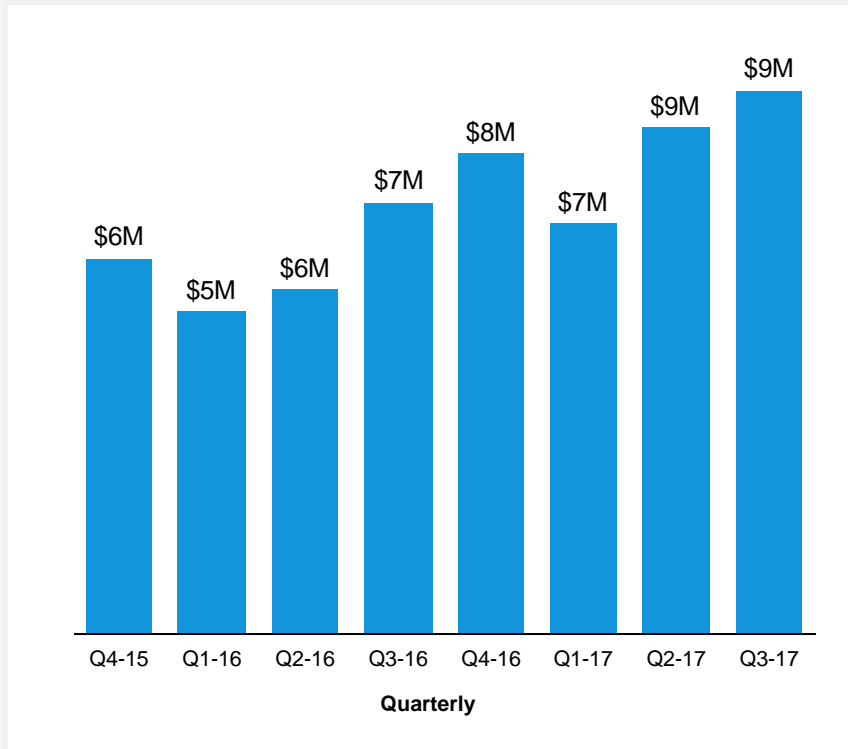
SaaS Revenue Growth



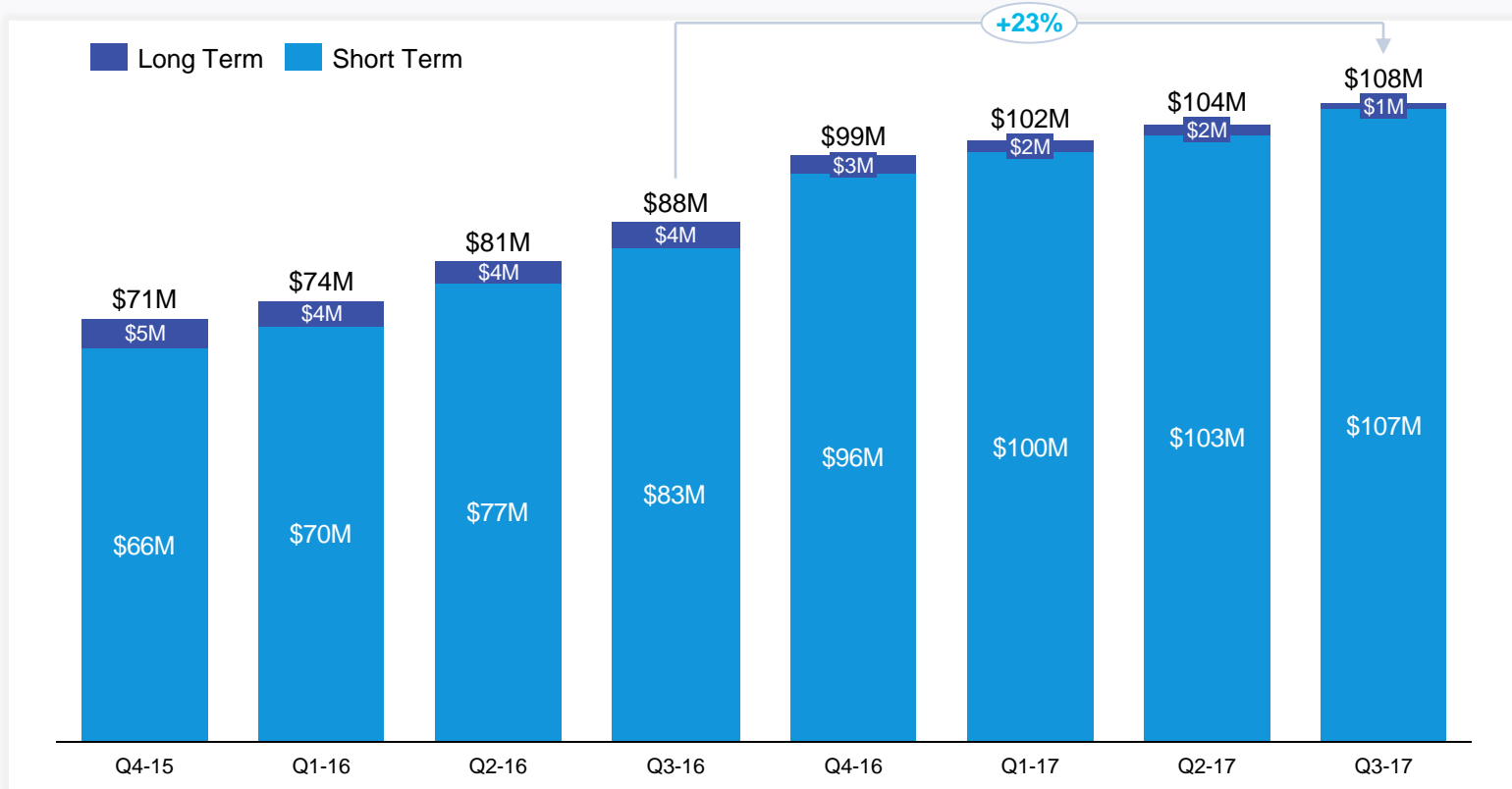
Non-GAAP Operating Margin



Non-GAAP EBITDA Trend

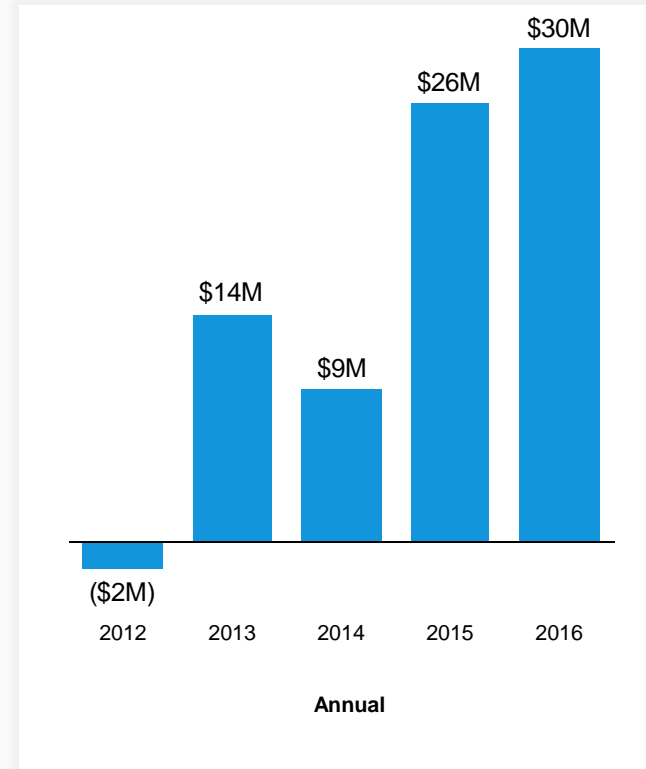


SaaS Deferred Revenue



Note: Totals may not sum due to rounding.

Cash Flow from Operations



Normalized SaaS Billings

(\$ in thousands)

	Three Months Ended		Trailing Twelve Months Ended	
	September 30,		September 30,	
	2017	2016	2017	2016
SaaS Billings				
SaaS revenue	\$ 50,741	\$ 38,723	\$ 185,745	\$ 142,050
Add back:				
Increase in SaaS deferred revenue	3,755	6,503	20,331	18,104
SaaS billings	\$ 54,496	\$ 45,226	\$ 206,076	\$ 160,154
<i>SaaS billings growth rate</i>	20%		29%	
Normalized Billings				
SaaS billings	\$ 54,496	\$ 45,226	\$ 206,076	\$ 160,154
Multi-year billings	1,893	(1,181)	4,234	2,341
Remaining deferred revenue from acquisitions	(459)		(897)	(1,342)
Normalized SaaS billings	\$ 55,930	\$ 44,045	\$ 209,413	\$ 161,153
<i>Normalized SaaS billings growth rate</i>	27%		30%	

Target Operating Model

	2015	2016	2017 Guidance	Long Term Model
SaaS revenue	\$115.5M	\$151.5M	\$196.0M-\$197.0M	\$400M
SaaS revenue growth	38%	31%	29-30%	25-30%
Total revenue	\$173.1M	\$206.7M	\$248.6M-\$249.6M	
Total revenue growth	27%	19%	20-21%	20% plus
Non-GAAP operating income	\$12.7M	\$18.1M	\$23.0M-\$24.0M	
Non-GAAP operating margin	7%	9%	9-10%	Approaching 20%
Non-GAAP pre-tax income	\$11.9M	\$17.7M	\$23.7M-\$24.7M	

Note: Pre-tax income and operating margin are calculated on a non-GAAP basis. Fiscal year end is December 31.

Long-Term Non-GAAP Targets

	2017 Guidance	Leverage	Long-Term Target
SaaS revenue	\$196M-\$197M	Maintain a 25% to 30% annual SaaS growth rate	\$400M
Total revenue	\$248.6M-\$249.6M		20% plus
Non-GAAP recurring margin	~76%	Scaling infrastructure; economies of scale	77-80%
Non-GAAP S&M % of revenue	~33%	Upsell, cross-sell, and multi-product offering Sales rep productivity and utilizing Lead to Money platform Leverage partnerships	
Non-GAAP R&D % of revenue	~12%	Continue to invest in R&D but at a slower pace than revenue growth	
Non-GAAP G&A % of revenue	~11%	Continued scale Leverage systems in place	
Non-GAAP operating margin	9-10%		Approaching 20%



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Appendix

GAAP to Non-GAAP Operating Income Reconciliation – Quarterly

(\$ in thousands)	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17
GAAP operating loss	\$ (1,774)	\$ (4,561)	\$ (5,030)	\$ (3,638)	\$ (4,220)	\$ (6,776)	\$ (7,182)	\$ (3,675)
<i>% of total revenue</i>	(4%)	(9%)	(10%)	(7%)	(8%)	(12%)	(12%)	(6%)
Add back:								
Stock-based compensation	4,668	6,453	7,612	6,846	8,213	8,465	9,940	7,146
Non-cash amortization of acquired intangible assets	1,147	1,031	1,135	1,447	1,610	1,669	1,841	1,942
Patent litigation and settlement costs	29	28	29	29	29	28	28	28
Acquisition-related costs	279	13	171	250	130	79	348	467
Restructuring and other	394	316	86	80	-	597	375	157
Non-GAAP operating income	\$ 4,743	\$ 3,280	\$ 4,003	\$ 5,014	\$ 5,762	\$ 4,062	\$ 5,350	\$ 6,065
<i>% of total revenue</i>	10%	7%	8%	10%	10%	7%	9%	9%

GAAP to Non-GAAP Operating Income Reconciliation – Annual

(\$ in thousands)	2012	2013	2014	2015	2016
GAAP operating loss	\$ (23,929)	\$ (11,661)	\$ (13,547)	\$ (11,655)	\$ (17,449)
<i>% of total revenue</i>	<i>(25%)</i>	<i>(10%)</i>	<i>(10%)</i>	<i>(7%)</i>	<i>(8%)</i>
Add back:					
Non-cash stock-based compensation	13,655	10,395	11,813	18,592	29,123
Non-cash amortization of acquired intangible assets	3,205	3,270	3,800	4,440	5,225
Patent litigation and settlement costs	1,103	1,504	1,925	123	115
Patent litigation estimate	-	-	2,945	-	-
Acquisition-related costs	865	-	708	523	565
Restructuring and other	1,115	1,699	1,025	628	482
Acquisition related adjustment	(1,612)	-	-	-	-
India operations transfer fee	859	-	-	-	-
Non-GAAP operating income (loss)	\$ (4,739)	\$ 5,207	\$ 8,669	\$ 12,651	\$ 18,061
<i>% of total revenue</i>	<i>(5%)</i>	<i>5%</i>	<i>6%</i>	<i>7%</i>	<i>9%</i>

Non-GAAP EBITDA Reconciliation - Quarterly

<i>(\$ in thousands)</i>	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17
Net loss	(2,137)	(4,535)	(5,687)	(3,947)	(4,797)	(6,897)	(7,347)	(3,827)
Depreciation expense	1,511	1,688	1,894	2,074	2,384	2,641	2,959	2,974
Amortization of intangible assets	1,443	1,360	1,475	1,781	1,816	1,899	2,092	2,089
Interest income	(76)	(46)	(91)	(95)	(114)	(131)	(255)	(301)
Interest and debt conversion expense	30	43	39	48	137	19	23	16
Income tax provision	225	156	341	258	372	168	413	442
EBITDA	\$ 996	\$ (1,334)	\$ (2,029)	\$ 119	\$ (202)	\$ (2,301)	\$ (2,115)	\$ 1,393
<i>% of total revenue</i>	<i>2%</i>	<i>(3%)</i>	<i>(4%)</i>	<i>0%</i>	<i>(0%)</i>	<i>(4%)</i>	<i>(3%)</i>	<i>2%</i>
Add back:								
Stock-based compensation	4,669	6,453	7,612	6,846	8,213	8,250	9,940	7,146
Patent litigation and settlement costs	-	28	29	29	29	28	28	28
Patent litigation estimate	-	-	-	-	-	-	-	-
Acquisition-related costs	279	13	171	250	130	79	348	467
Restructuring and other	456	241	21	80	71	597	375	157
Sale of domain name	-	-	-	-	-	-	-	-
Non-GAAP EBITDA	\$ 6,400	\$ 5,401	\$ 5,804	\$ 7,324	\$ 8,241	\$ 6,653	\$ 8,576	\$ 9,191
<i>% of total revenue</i>	<i>14%</i>	<i>12%</i>	<i>12%</i>	<i>15%</i>	<i>16%</i>	<i>12%</i>	<i>14%</i>	<i>14%</i>

Non-GAAP EBITDA Reconciliation - Annual

(\$ in thousands)	2014	2015	2016
Net loss	(11,561)	(13,148)	(18,966)
Depreciation expense	4,751	6,011	8,040
Amortization of intangible assets	4,971	5,687	6,432
Interest income	(12)	(206)	(346)
Interest and debt conversion expense	478	180	267
Income tax provision	1,012	791	1,128
EBITDA	\$ (361)	\$ (685)	\$ (3,445)
<i>% of total revenue</i>	<i>(0%)</i>	<i>(0%)</i>	<i>(2%)</i>
Add back:			
Stock-based compensation	11,813	18,592	29,123
Patent litigation and settlement costs	1,483	8	115
Patent litigation estimate	2,945	-	-
Acquisition-related costs	727	523	565
Restructuring and other	1,025	160	413
Sale of domain name	(3,863)	-	-
Non-GAAP EBITDA	\$ 13,769	\$ 18,598	\$ 26,771
<i>% of total revenue</i>	<i>10%</i>	<i>11%</i>	<i>13%</i>

Historical Non-GAAP Pre-Tax Income

(\$ in thousands)	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17
Non-GAAP pre-tax income reconciliation:								
GAAP (loss) before income taxes	\$ (1,913)	\$ (4,379)	\$ (5,346)	\$ (3,689)	\$ (4,424)	\$ (6,730)	\$ (6,934)	\$ (3,385)
Add back:								
Stock-based compensation	4,668	6,453	7,612	6,846	8,213	8,465	9,940	7,146
Non-cash amortization of acquired intangible assets	1,147	1,031	1,135	1,447	1,610	1,669	1,841	1,942
Acquisition, patent litigation, restructuring and other	702	357	286	359	159	704	751	652
Non-GAAP pre-tax income	\$ 4,604	\$ 3,462	\$ 3,687	\$ 4,963	\$ 5,558	\$ 4,108	\$ 5,598	\$ 6,355

(\$ in thousands)	2015	2016
Non-GAAP pre-tax income reconciliation:		
GAAP (loss) before income taxes	\$ (12,357)	\$ (17,838)
Add back:		
Stock-based compensation	18,592	29,123
Non-cash amortization of acquired intangible assets	4,440	5,225
Acquisition, patent litigation, restructuring and other	1,274	1,162
Non-GAAP pre-tax income	\$ 11,949	\$ 17,672

Historical Non-GAAP Pre-Tax Income

<i>(\$ in thousands)</i>	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17
Non-GAAP operating income	\$ 4,743	\$ 3,280	\$ 4,003	\$ 5,014	\$ 5,762	\$ 4,062	\$ 5,350	\$ 6,065
Other expense (income)	139	(182)	316	51	204	(46)	(248)	(290)
Non-GAAP pre-tax income	\$ 4,604	\$ 3,462	\$ 3,687	\$ 4,963	\$ 5,558	\$ 4,108	\$ 5,598	\$ 6,355

<i>(\$ in thousands)</i>	2015	2016
Non-GAAP operating income	\$12,651	\$18,061
Other expense (income)	702	389
Non-GAAP pre-tax income	\$11,949	\$17,672