

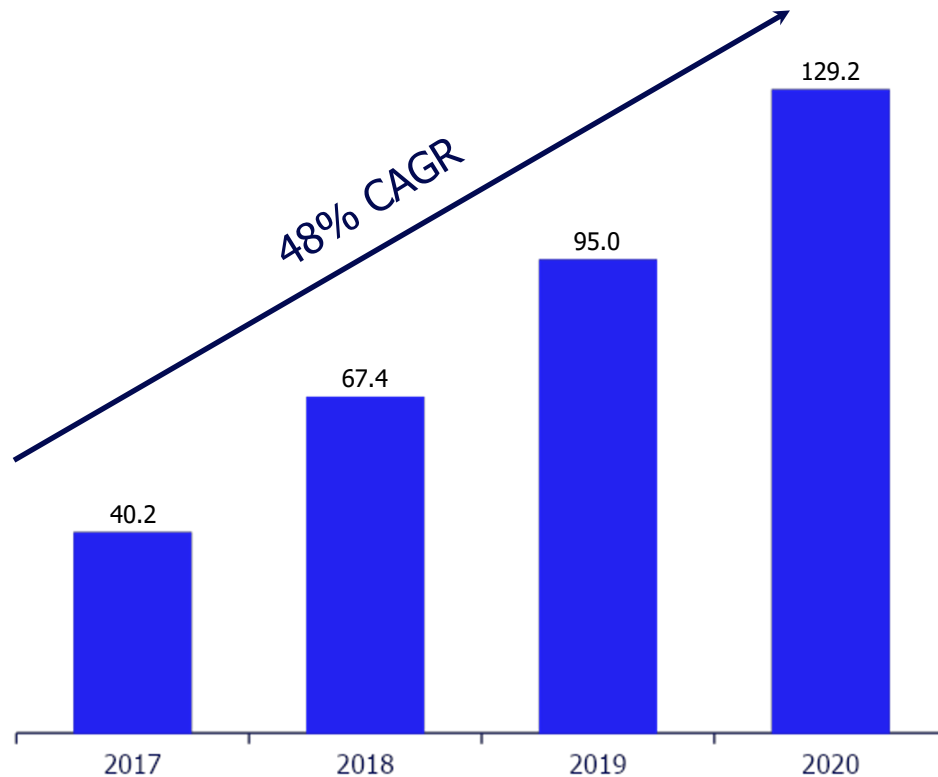


Vision, Strategy and Culture

Matt Calkins
Founder & CEO, Appian

Strong growth trajectory.

Cloud Subscription Revenue (\$MM)



2019 and 2020 revenue figures are presented in accordance with ASC 606. 2017 and 2018 revenue figures are presented in accordance with ASC 605.
Profit margin is Non-GAAP.

Profit Margin

88%

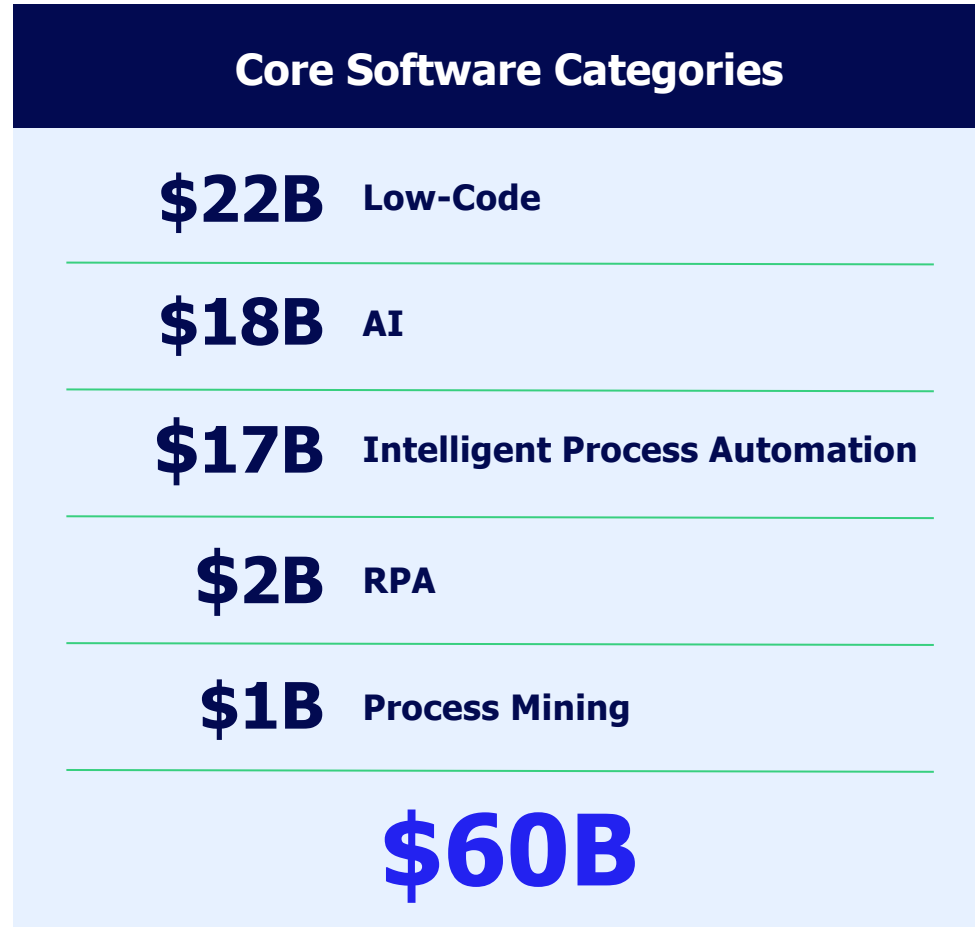
2Q 2021

Net Revenue Retention

121%

2Q 2021

Our market today.



Core software market estimates include: Low-code, Markets and Markets (2022); AI excluding "AI maker platforms", Forrester (2021); Intelligent Process Automation excluding RPA and Process Mining, IDC (2021); RPA, Markets and Markets (2022); Process Mining, Gartner (2021).

Low-code goes mainstream.

THE WALL STREET JOURNAL

LOW-CODE BECOMES HIGH PRIORITY.

Gartner

**65% OF APP DEVELOPMENT
WILL BE LOW-CODE BY 2024.**

CIO

**HOW LOW-CODE PLATFORMS ARE
TRANSFORMING SOFTWARE DEVELOPMENT.**

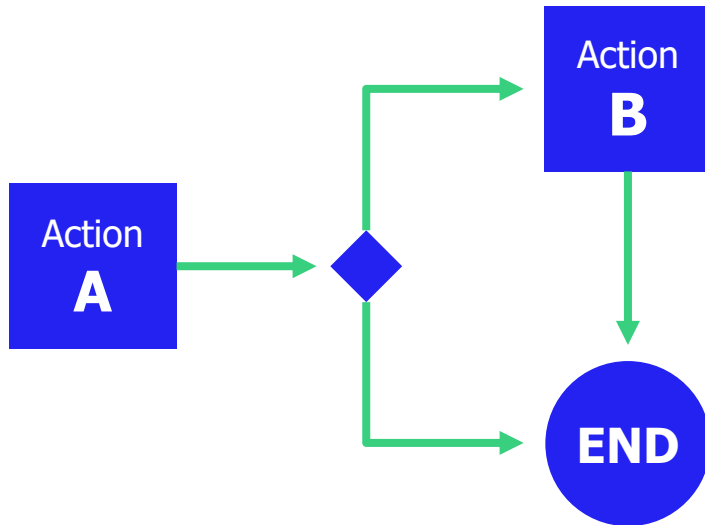
FORRESTER®

**BY YEAR'S END, 75% OF DEVELOPMENT
SHOPS WILL USE LOW-CODE PLATFORMS.**

**ARE YOU LOW-CODE YET?
YOUR COMPETITION LIKELY IS.**

Deloitte.

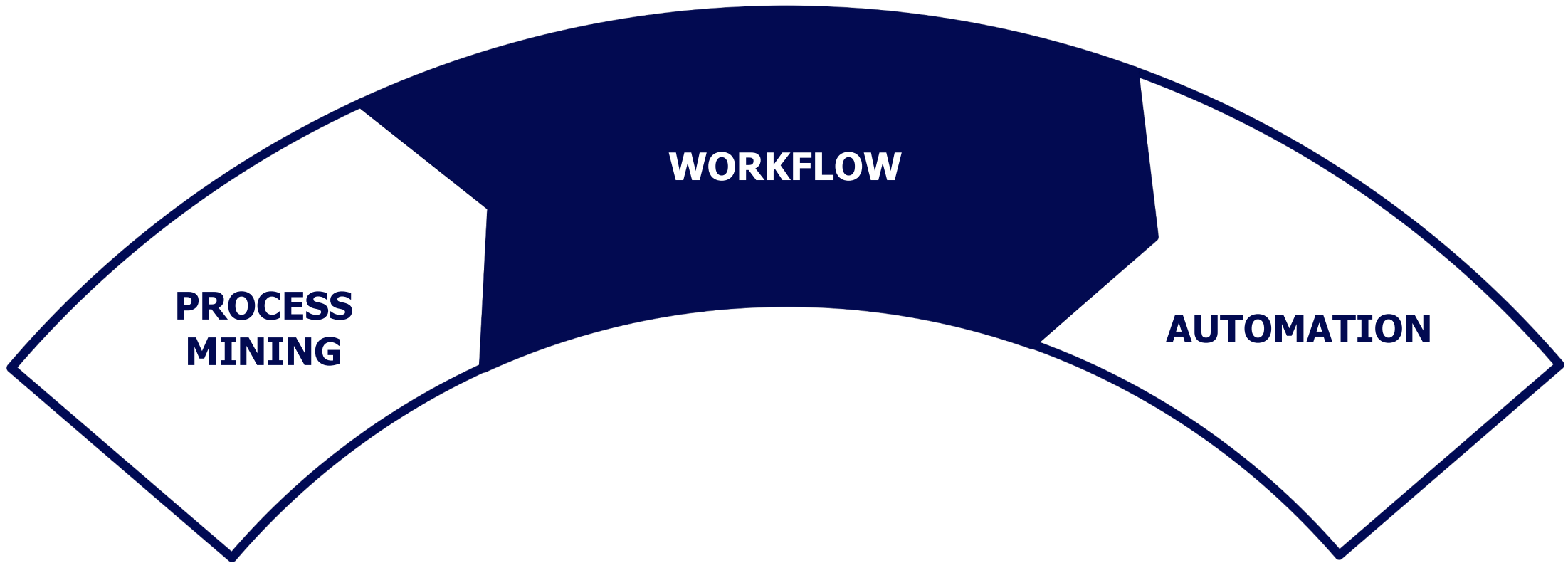
Low-code is ...



Low Code
means
High Speed

*faster to **build***
*faster to **modify***
*faster to **execute***

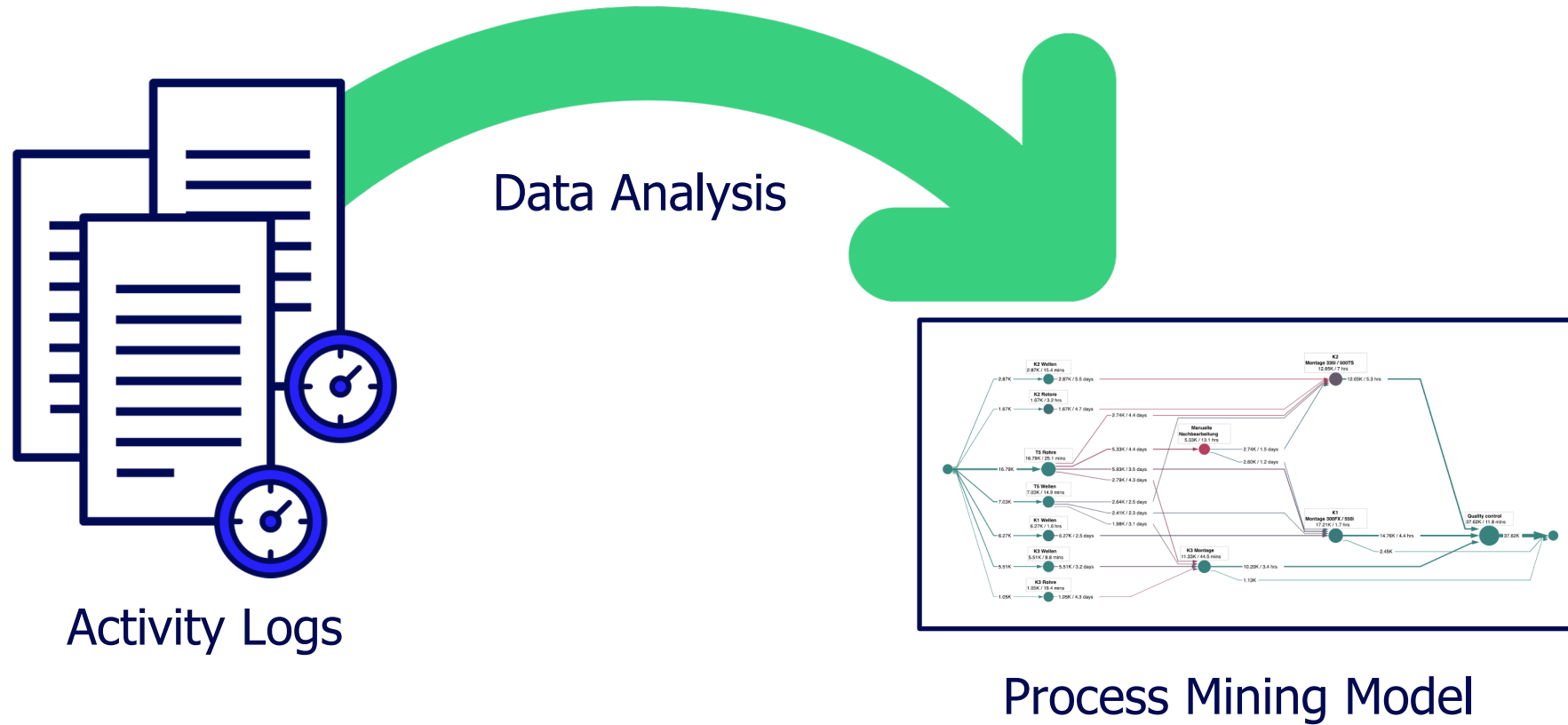
Low-code platform.



appian +  LANA

A leader in process mining joins the Appian platform.

What is process mining?

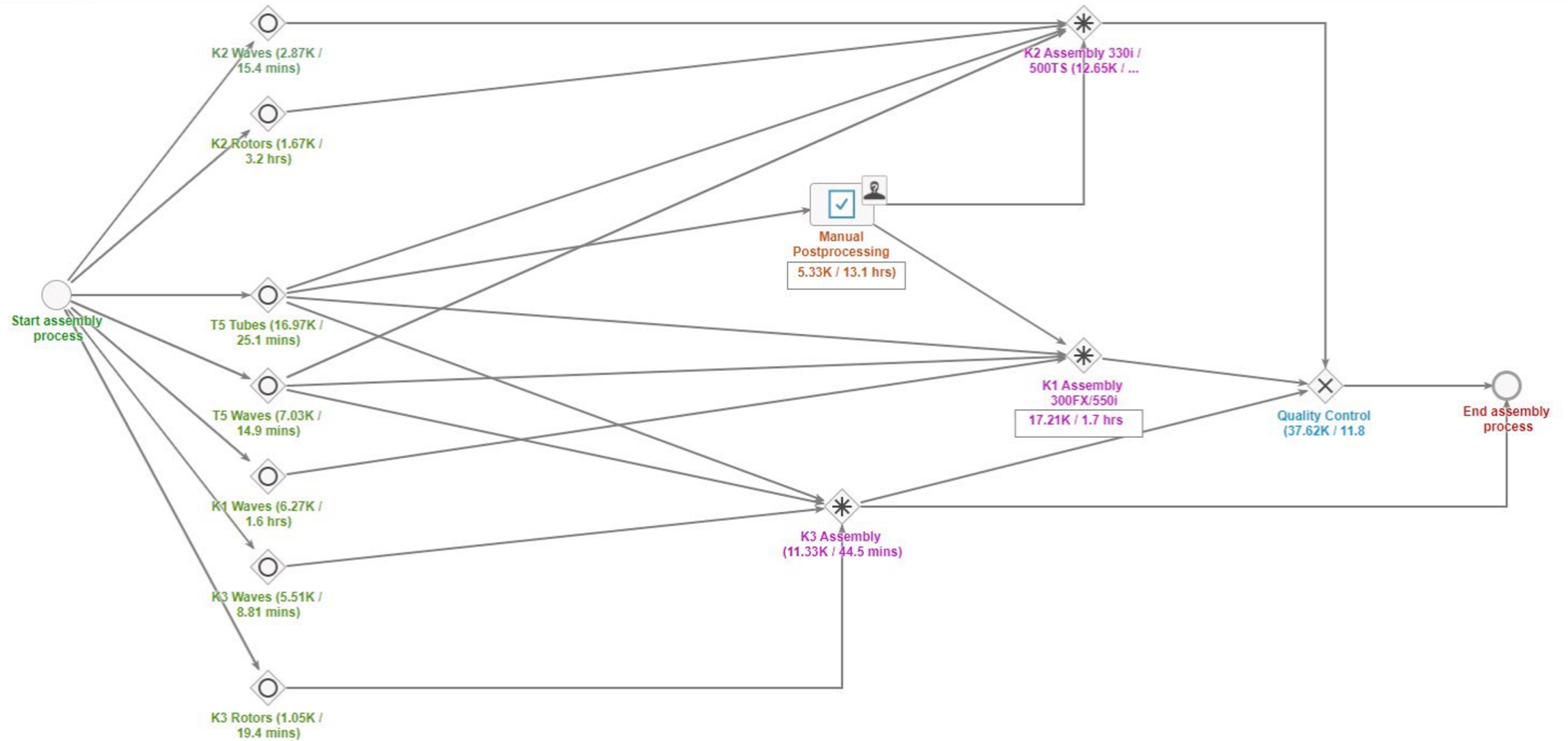


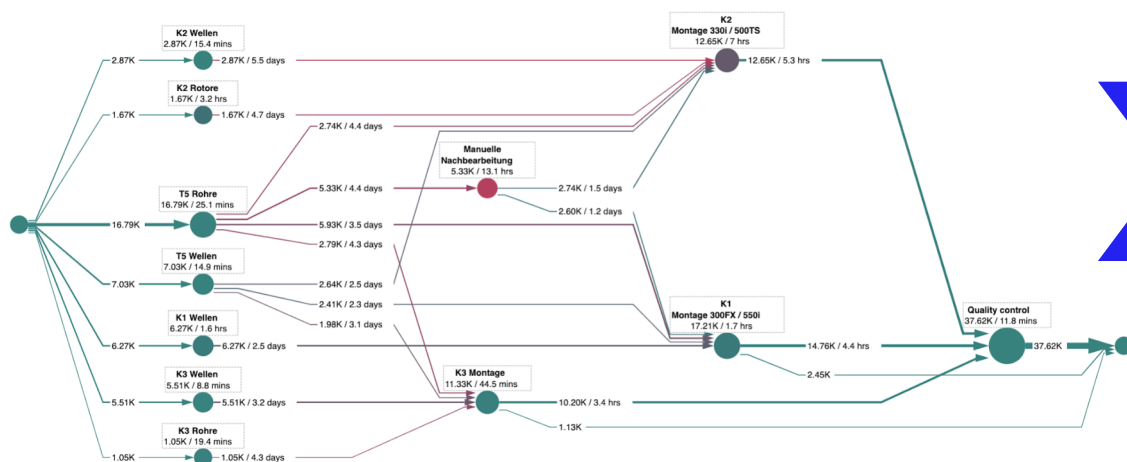
The diagram illustrates a project network for a mechanical assembly project. The activities and their durations are as follows:

- K2 Wellen**: 2.87K / 15.4 mins
- K2 Rotore**: 1.67K / 3.2 hrs
- T5 Rohre**: 16.79K / 25.1 mins
- T5 Wellen**: 7.03K / 14.9 mins
- K1 Wellen**: 6.27K / 1.6 hrs
- K3 Wellen**: 5.51K / 8.8 mins
- K3 Rohre**: 1.05K / 19.4 mins
- Manuelle Nachbearbeitung**: 5.33K / 13.1 hrs
- K2 Montage 330i / 500TS**: 12.65K / 7 hrs
- K1 Montage 300FX / 550i**: 17.21K / 1.7 hrs
- K3 Montage**: 11.33K / 44.5 mins
- Quality control**: 37.62K / 11.8 mins

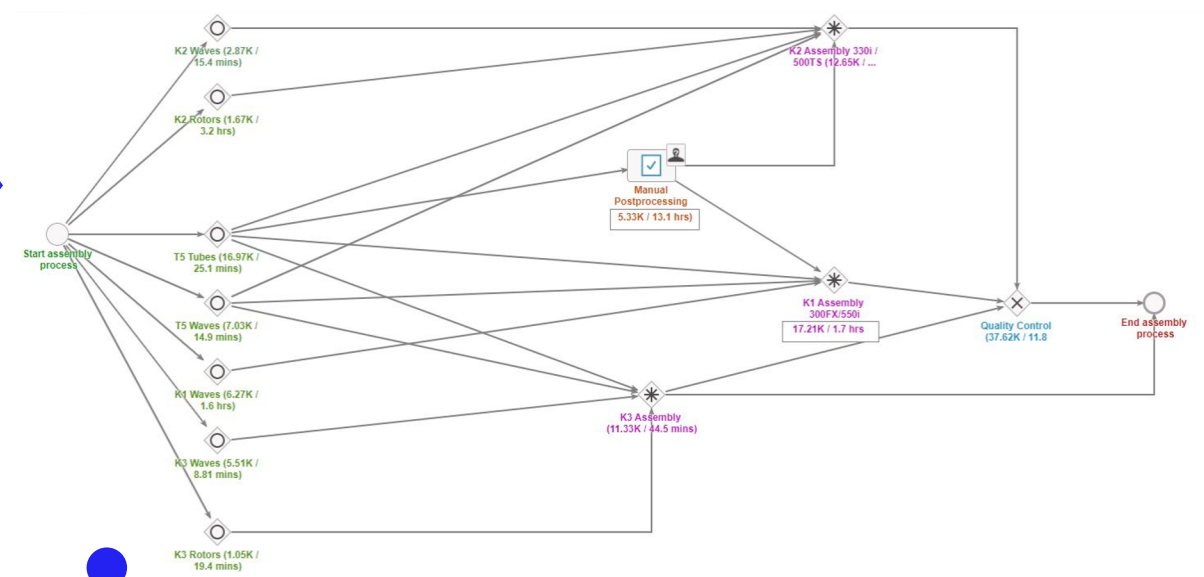
The network shows the flow of materials and components through various stages of assembly and processing, leading to the final output of 37.62K.

Workflow.



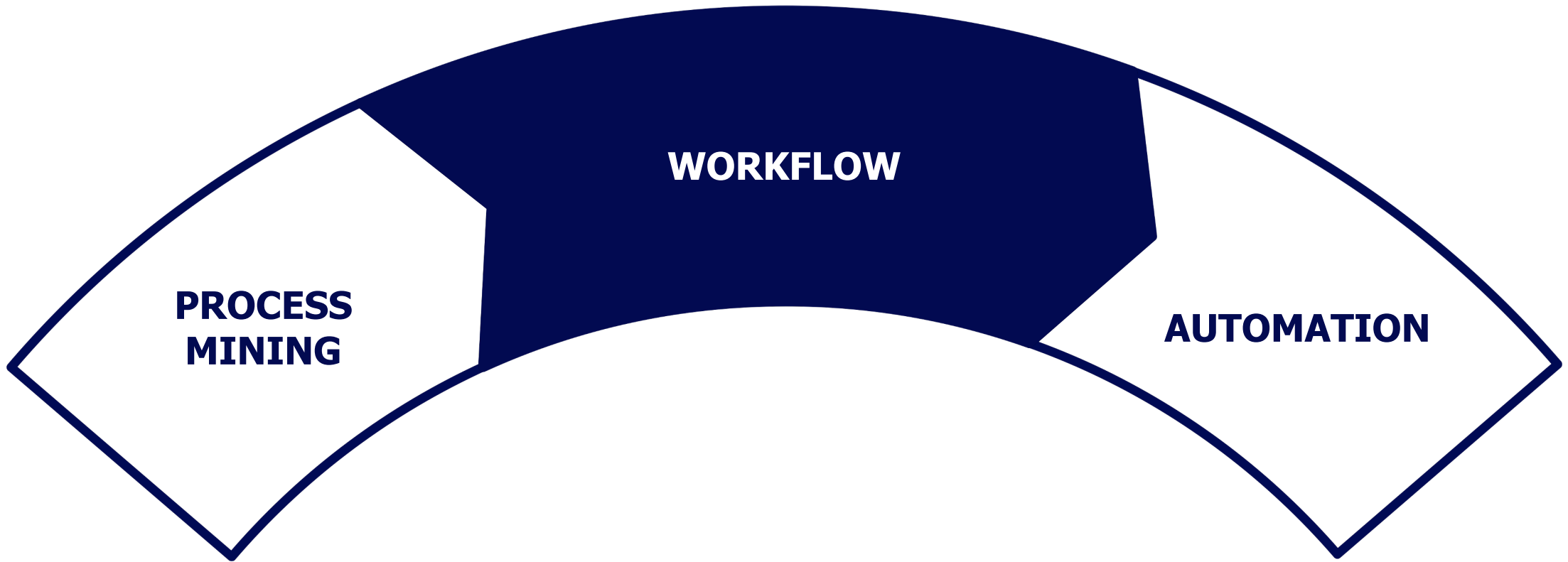


Process Mining Model



Workflow

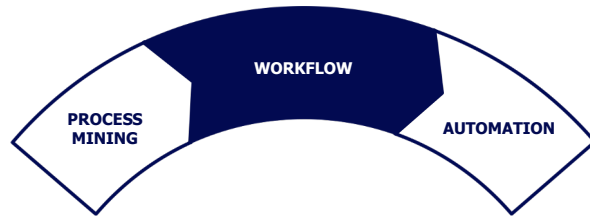
Low-code platform.



Our competition.



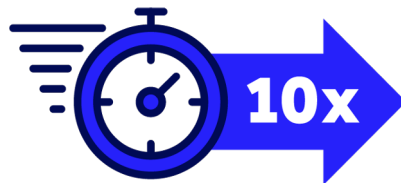
Why we win.



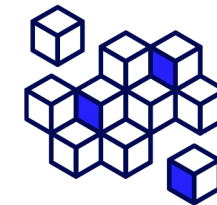
Unified platform



Customers like us best



Speed



Open architecture

Winning across industries.

Financial Services



Insurance



Life Sciences



Healthcare



US Federal Government



Transportation



Telecom/Media



Energy & Utilities

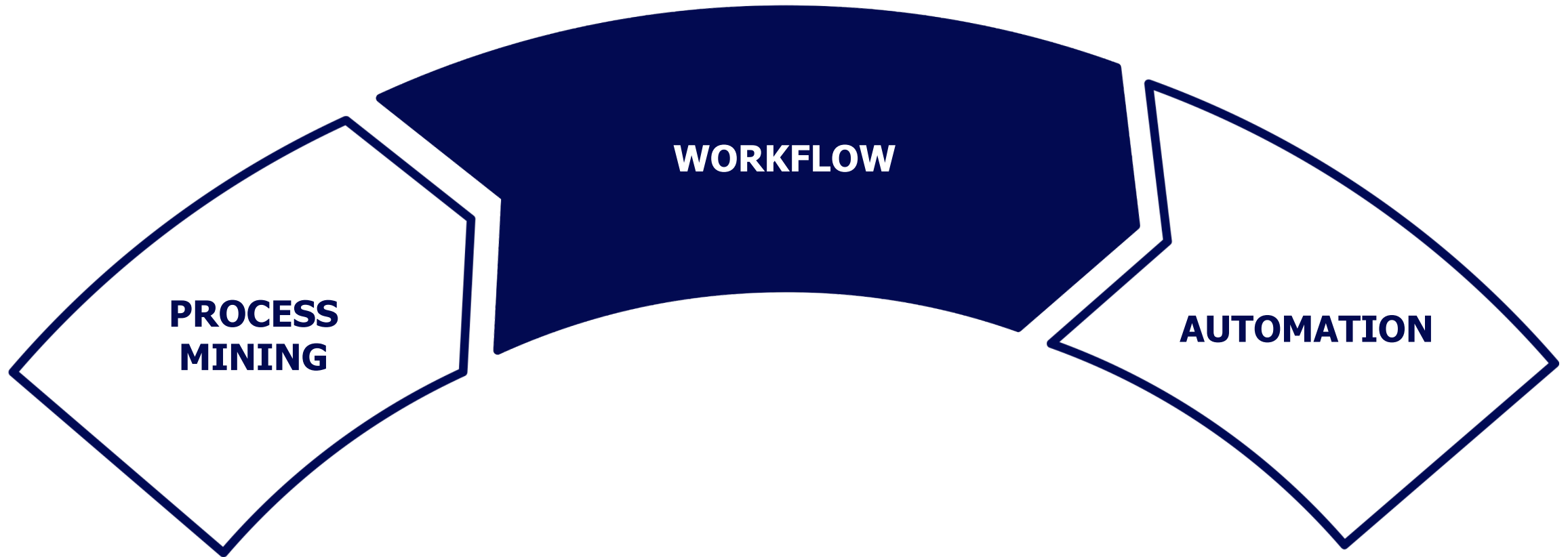


Manufacturing/Other



Accelerators

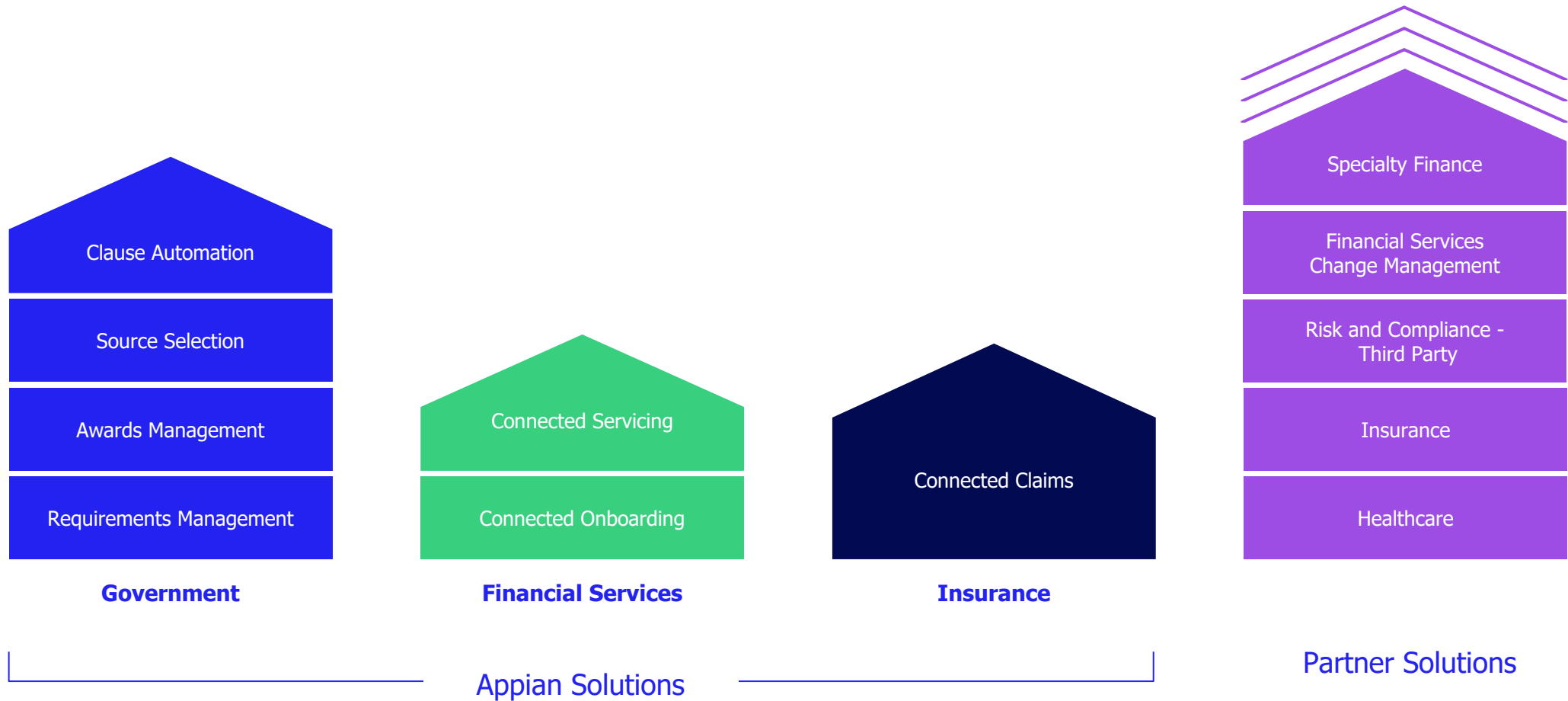
Consolidating market.



Scaling through partners.



Solutions built on the Appian platform.



In summary.



Market
demand



Unified
platform



Growth
accelerators

The Appian logo is displayed in a dark, three-dimensional font on the upper right portion of a glass-clad building. The building's facade is composed of large glass panels reflecting the sky, and the overall image has a blue tint.

appian

appian

A leader in low-code.



Engineering Culture and Innovation

Suvajit Gupta
EVP Engineering, Appian

Low-code helps organizations keep up with change.

Traditional Development



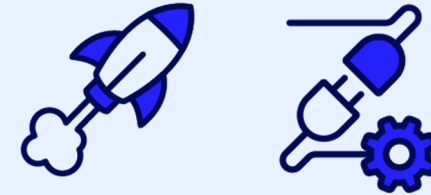
Completely flexible
-but-
slow

Packaged applications



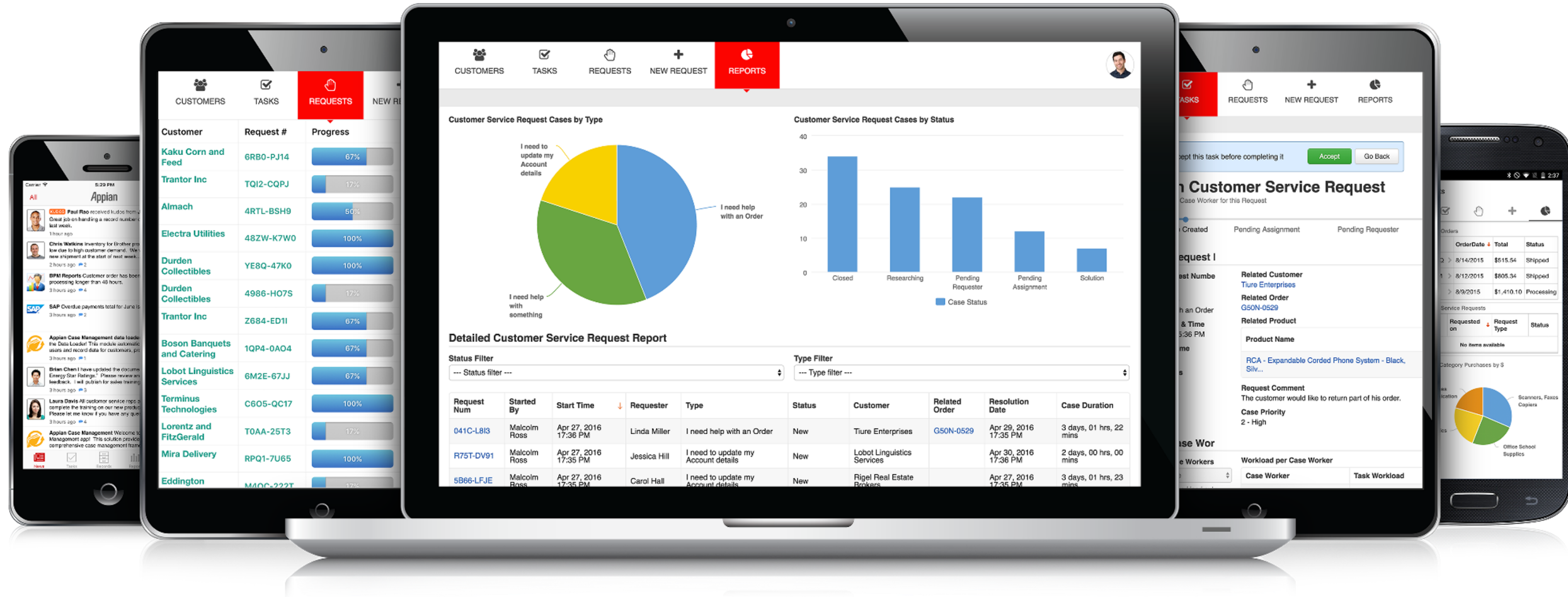
Quick to deploy
-but-
inflexible

Low-code Platforms



Perfect balance of
speed
-and-
open architecture

Appian apps are fast to build, open, and beautiful.



Saving the Earth's polar habitats through the power of crowdsourced gifting.



2021 Goal

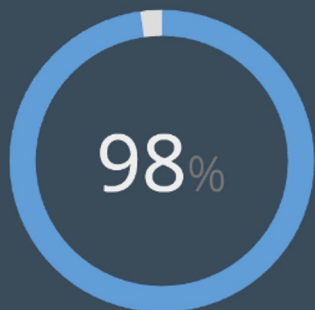
\$85,000,000 **↑13%**

2020 GOAL

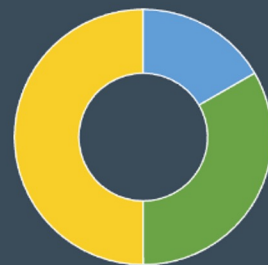
\$75,000,000

2020 ACTUAL

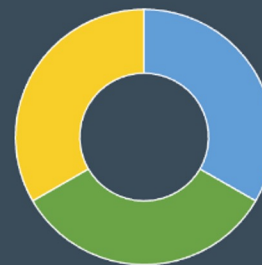
\$73,291,578



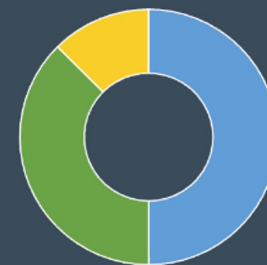
2019



2020



2021



Existing Donors

Online Campaigns

Direct Outreach

Properties

 NEW LISTING

 My Listings

 New Listings

 Search Listings

 Sold Properties



\$1,695,000

 2d

3 Beds • 2.5 Baths • 2,403 Sq. Ft.
12345 Maple Ave, Palm Springs, CA 92262



\$2,150,000

 15d

4 Beds • 3.5 Baths • 2,942 Sq. Ft.
2345 Mesa Blvd, Palm Springs, CA 92264



\$1,945,000

 26d

3 Beds • 2.5 Baths • 2,178 Sq. Ft.
345 Main St, Cathedral City, CA 92234



\$2,092,000

 33d

5 Beds • 4.5 Baths • 3,219 Sq. Ft.
45678 Desert Ln, Palm Desert, CA 92260



\$1,723,000

 42d

3 Beds • 3 Baths • 2,230 Sq. Ft.
567 Fountain St, Hot Springs, CA 92241

● # of Items Purchased ● # of Items Returned

80	12
----	----

72	15
----	----

78	6
----	---

63	10
----	----

52	13
----	----

53	7
----	---

A stacked bar chart showing the number of items sold by region (Northeast, Southeast, Midwest, Southwest) and price type (Full Price, Clearance, Promotion). The y-axis represents the number of items, ranging from 0 to 400,000. The legend indicates that Full Price items are represented by blue, Clearance items by orange, and Promotion items by green.

Region	Promotion (Green)	Clearance (Orange)	Full Price (Blue)
Northeast	125,000	75,000	200,000
Southeast	100,000	50,000	100,000
Midwest	125,000	25,000	150,000
Southwest	175,000	80,000	90,000

Satisfaction Level	Percentage
Not Satisfied	10%
Neutral	10%
Satisfied	80%

- Social Media (41.7%)
- Referral Link (31.9%)
- Promotion (18.1%)
- Direct (8.3%)

Campaign	# Visits	# Purchases ↑	Revenue
Holiday Bundle	793,234.00	125.00	\$1,002,312.00
Free Gift with Purchase	44,939.00	293.00	\$58,100.34
Buy-One-Get-One	35,503.00	203.00	\$64,329.00

WELCOME,
CHARLES TSUI

LOAN MANAGER

Coronavirus Business Interruption Loan Scheme

Acme
Bank

£2.7M

INTERRUPTION PAYMENTS

£100K

LOAN SCHEME FEE

6376

TOTAL LOAN REQUESTS

£1.4B

AMOUNT REQUESTED

£435M

AMOUNT APPROVED

2550/6376
Approvals

PROCESSING METRICS

5D

AVERAGE COMPLETION

332

AVERAGE PER DAY

985

OPEN APPLICATIONS



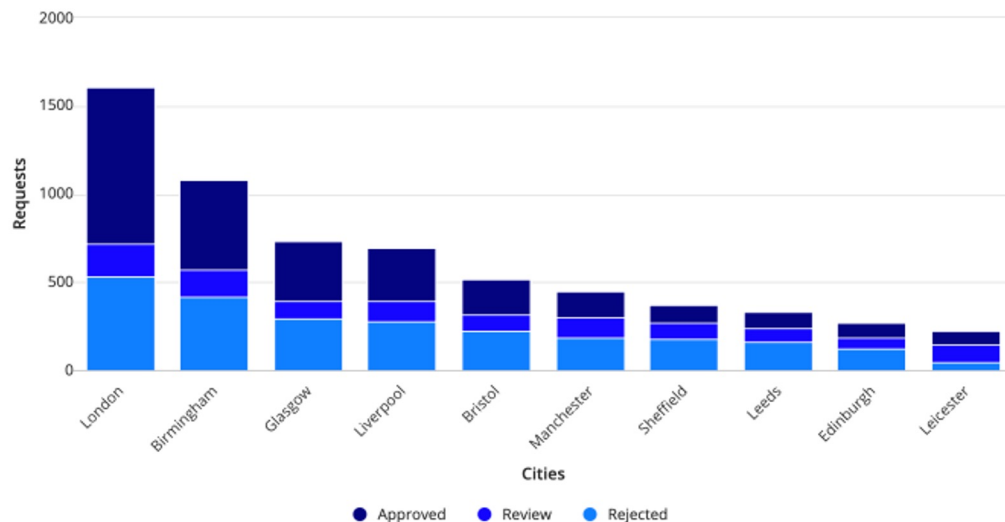
BEHIND SLA

APPLICATIONS READY FOR SUBMISSION TO THE BBB

Application #	Borrower	Primary Contact	Action ?
10061	PROCENSOL CONSULTING LTD	William White	↑
10057	Future Tech Enterprise	William White	↑
10056	Tech Corp	Howard Goren	↑
10047	ACME Industries	William White	↑

<< < 1 - 4 of 29 > >>

REQUEST BREAKDOWN



AT RISK REQUESTS

Company
London Metals Inc
Kent Supply Co
Yorkshire Hospitality Inc
Jane's Catering Co

Progress



Target Date

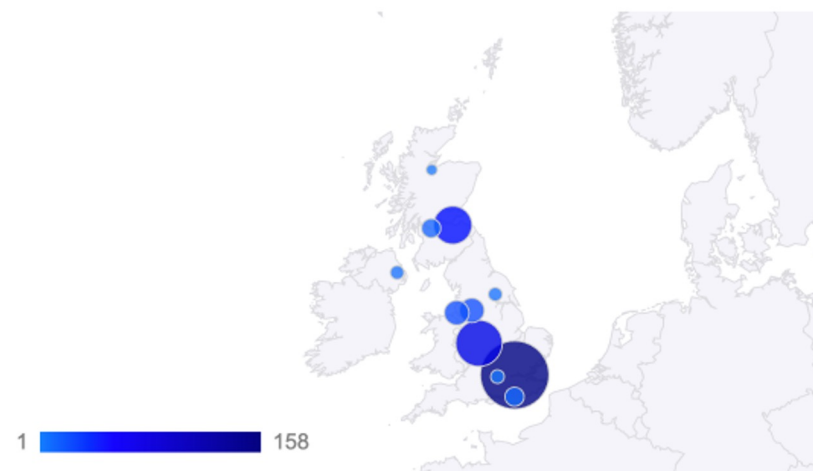
15 Sep, 2021

15 Sep, 2021

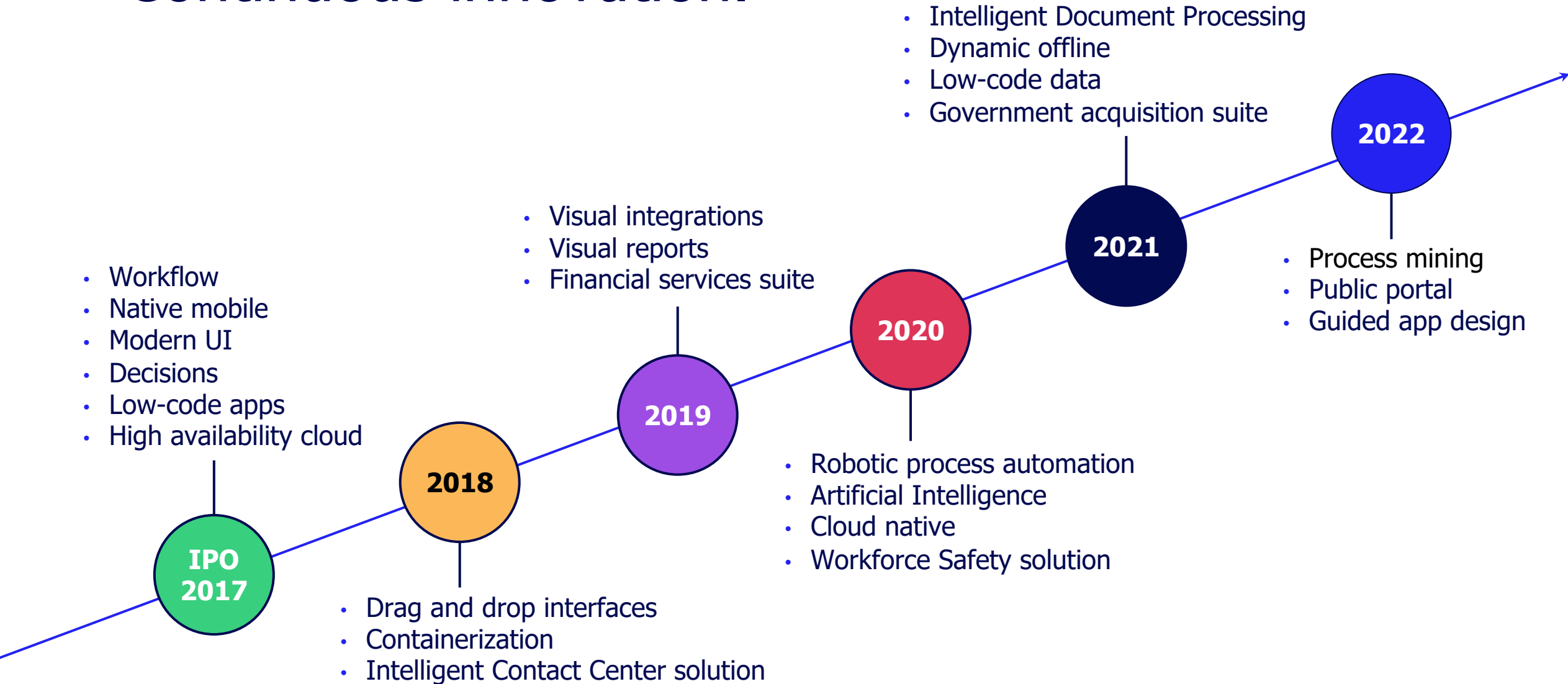
15 Sep, 2021

16 Sep, 2021

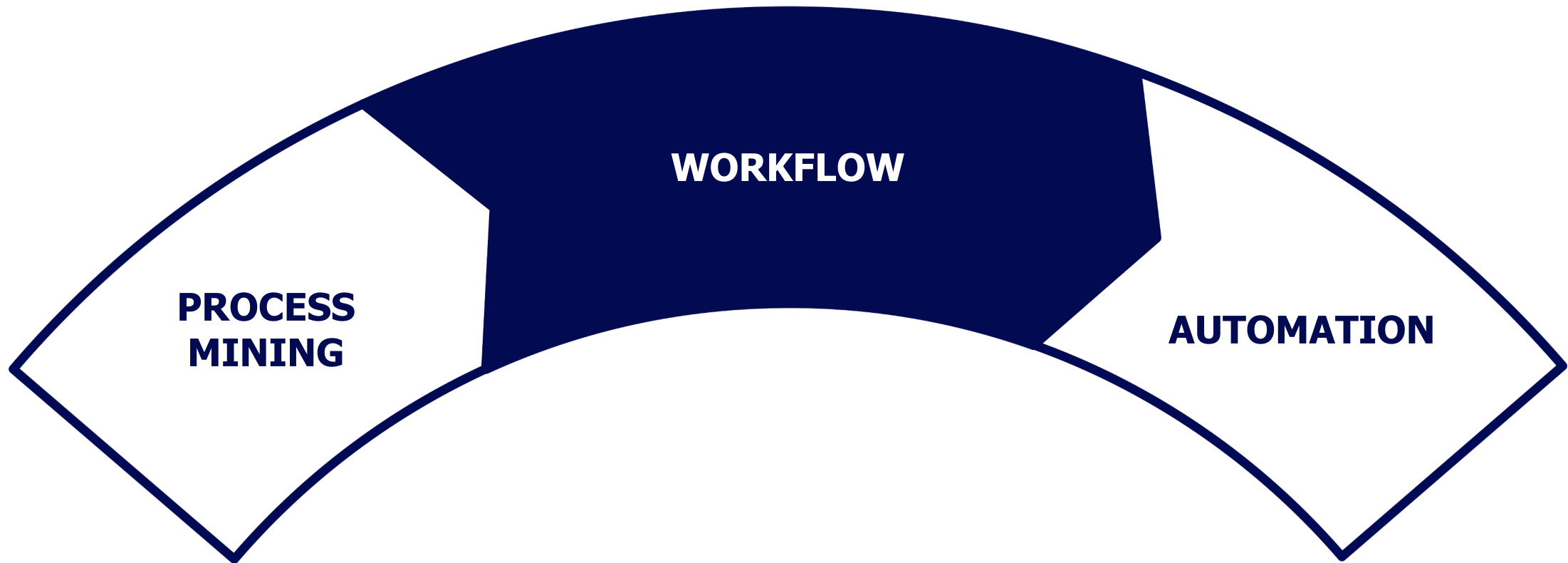
LOANS BY JURISDICTION



Continuous innovation.



Low-code platform.

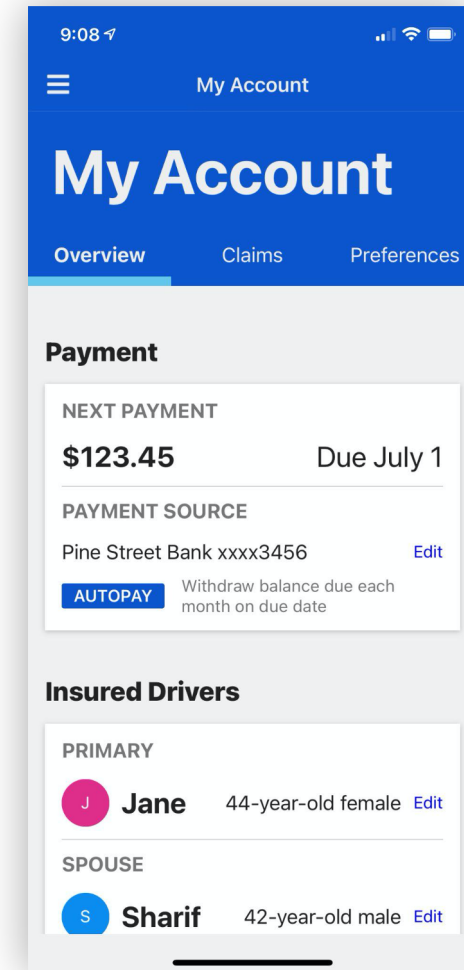
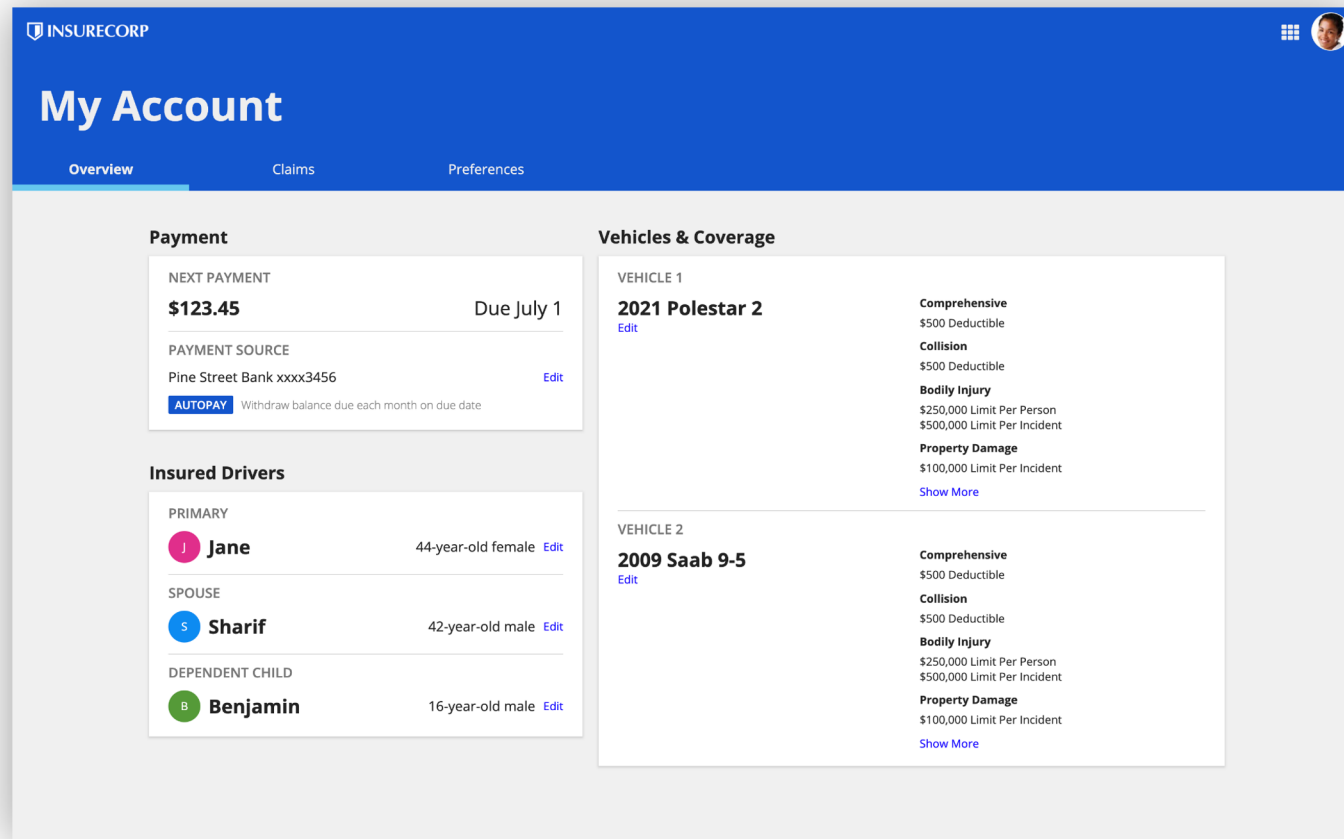


More Low-code
Differentiators.

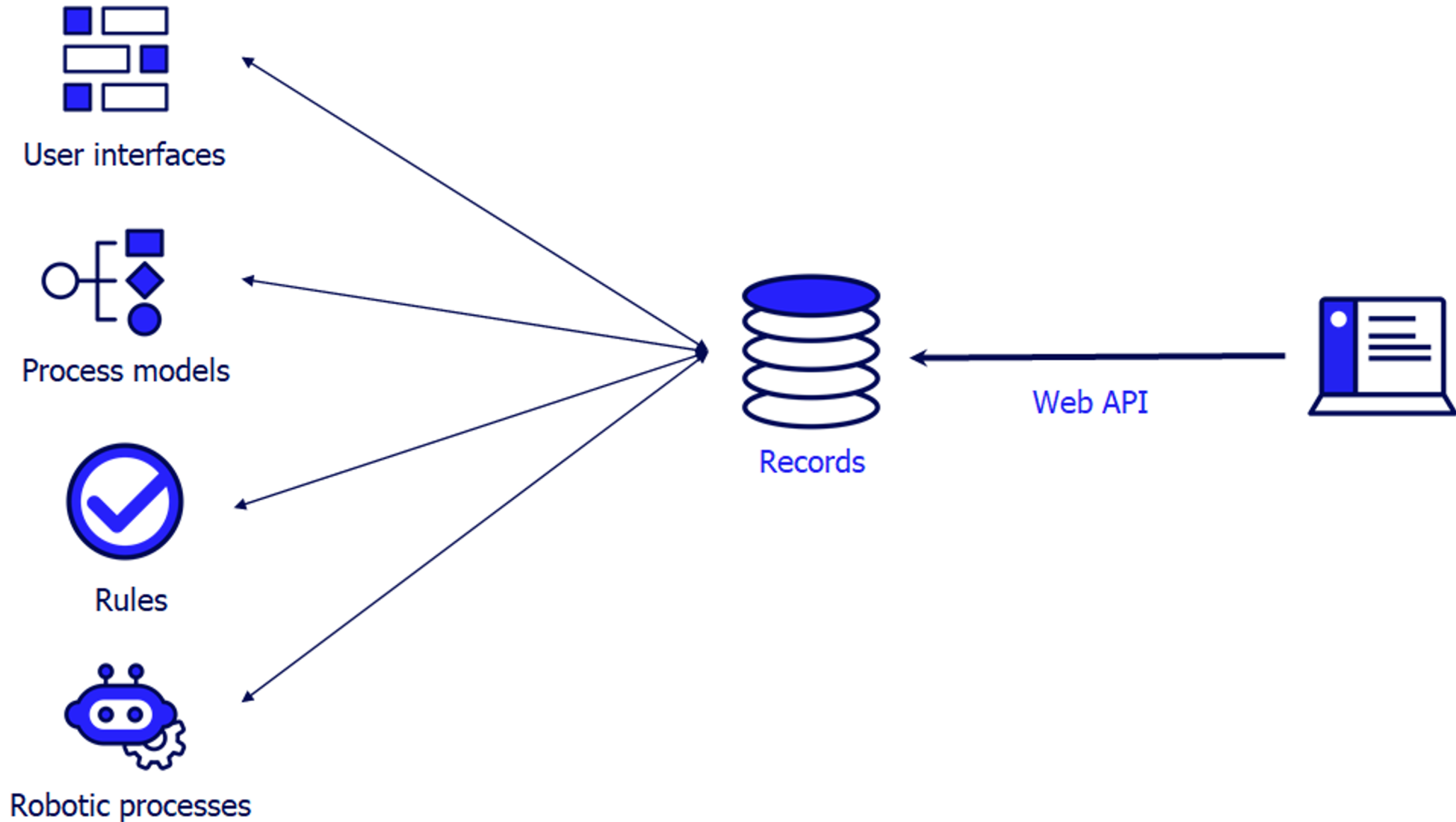
Differentiator #1: fast in 8 weeks.



Differentiator #2: powerful native mobile built easily.



Differentiator #3: access dispersed enterprise data quickly.



Differentiator #4: enterprise grade.

Reliable



99.95% SLA
15 minute RTO
1 minute RPO

Secure



Scalable



8.1M+
users

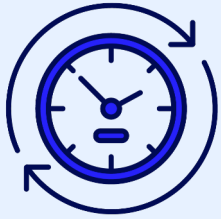


9.1B+
transactions per day



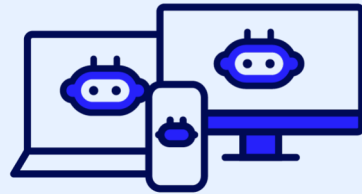
63
availability zones

Differentiator #5: future proof.



No tech debt

Upgrade with platform releases automatically.



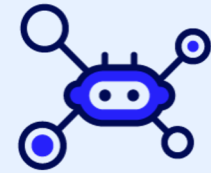
More devices

Compatible on new devices automatically.



More secure

Certified with newly deployed security frameworks in Appian Cloud automatically.



More extendable

Extend with Appian solutions and feature releases like RPA, AI and process mining.

Synergistic Acquisitions.



Reliability

Enterprise grade security,
scale, performance, uptime.



Low-code

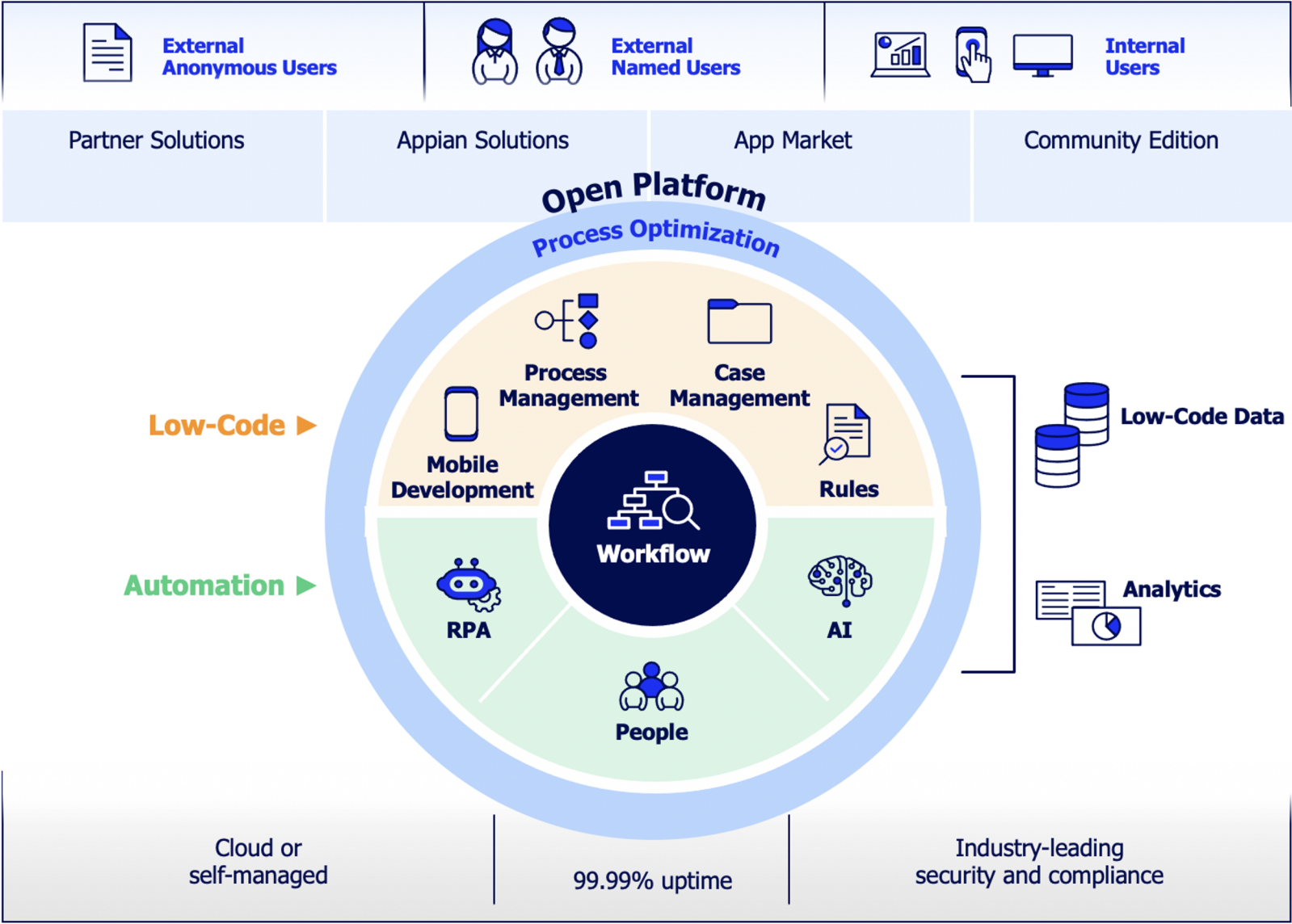
Drag-and-drop, point-
and-click.



Synergy

Deeply integrated with
the rest of Appian.

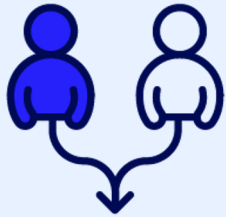
Unified platform.



Engineering is organized for scale.



Our unique culture ships great software.



Hiring

"We hire people for their character, not just their skills."



Values

We nurture and promote generosity instead of competitiveness.



Retention

We boast impressive employee tenures with average single-digit annual attrition since IPO.



Market driven

We value our field, customer, partner and market feedback and can quickly prioritize market demand.

The Appian logo is mounted on the upper part of a modern glass skyscraper. The building's facade is composed of large, dark-tinted glass panels that reflect the sky. The logo itself is made of dark, three-dimensional letters. The sky is a clear, deep blue.

appian

appian

A leader in low-code.



Go-To-Market Strategy

Denise Vu Broady
Chief Marketing Officer, Appian

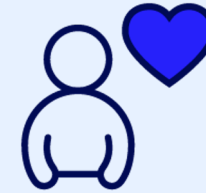
Marketing Priorities



**Elevate the
messaging**

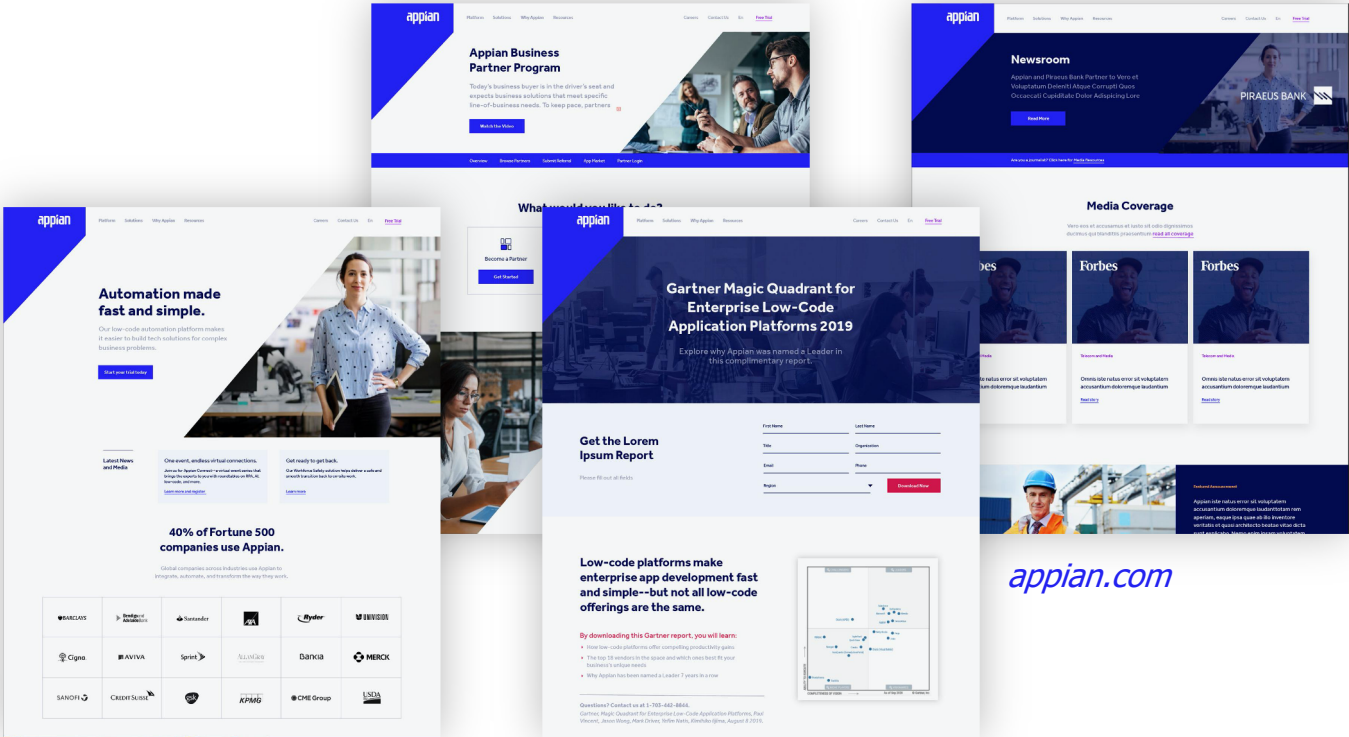
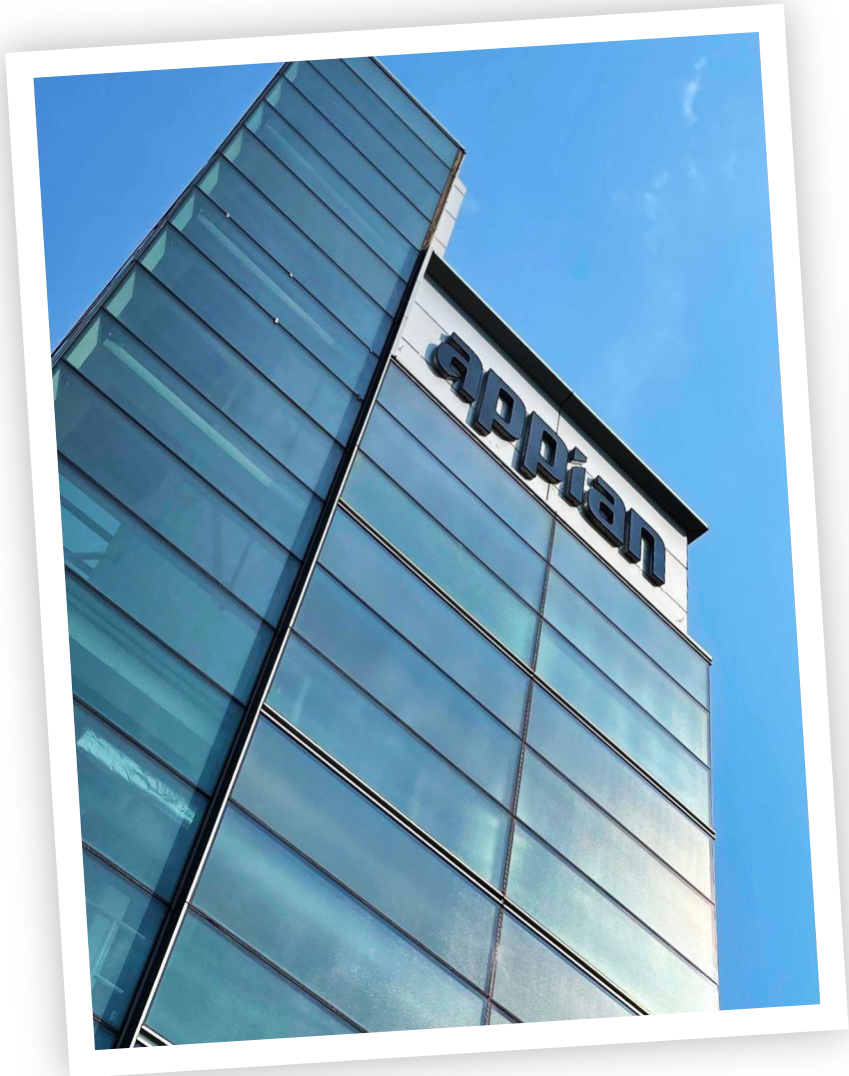


**Build quality
pipeline**

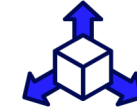
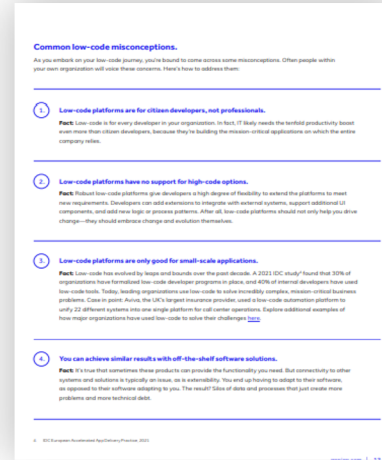


**Increase Market
Awareness**

New Brand



Focus on Thought Leadership Content



Thought Leadership
focus with internal and
sponsored content



Dedicated Thought
Leadership team



Scaling with Appian led
Thought Leadership
and joint partner blogs
and co-branded content

Scaling With and Through Partners

Appian and Accenture bring speed, simplicity and confidence to auto and equipment finance

Cameron Krueger and Joseph Pulicano, Accenture

May 10, 2021



appian | Europe



Do I need Low-code?

When it comes to quickly adapting to change and uncertainty, every organization is going to have a different solution. And when they decide to create an application that allows them to adapt, the challenge will be finding software that also gives them the flexibility to do it in a unique way that fits their specific requirements.

Yes, embracing digital transformation is important. But the more you embrace it, the more complex your IT architecture can become. And, with expectations of immediacy from your business and customers alike, how can your IT organization possibly come out on top?

These are just two indications you may be able to take advantage of low-code development.

appian | PARTNER LOGO

Delivering the power of low-code automation.

Forefront Technologies partnered with Appian to provide our customer base with a low-code platform that allows you to leverage complete automation to improve workflows that transform the way you do business. Together, we bring Forefront Technologies' service expertise and the power of Appian's low-code automation platform to better serve your ever-changing organization's needs.

The world's leading enterprises that Appian supports, banks, and all across their organization with speed and simplicity. Appian's uniquely positioned Appian as a leader for its powerful low-code capabilities, rich multi-experience capabilities, business process orchestration, extensive integration, AI/ML, and RPA functionalities. Visit appian.com for your free analysis resources.

The future of business transformation is here.

Forefront Technologies is a premier technology services, software, and systems integration firm, providing world-class client management and low-code application solutions to enterprises across the world. With extensive knowledge in a diverse range of cutting-edge technologies including cloud-based systems, low-code platforms, RPA, and more, our technology experts partner with your business leaders and IT teams to implement custom-tailored solutions to solve your unique business challenges.

In the age of digital disruption, low-code automation is revolutionizing how processes are completed and business gets done. We work closely with Appian to complement our expert ability to define and implement systems and analytics that bring real value to our customers before they even get their first day of operations.

The Forefront Technologies and Appian's offerings enable today's forward-thinking organizations to:

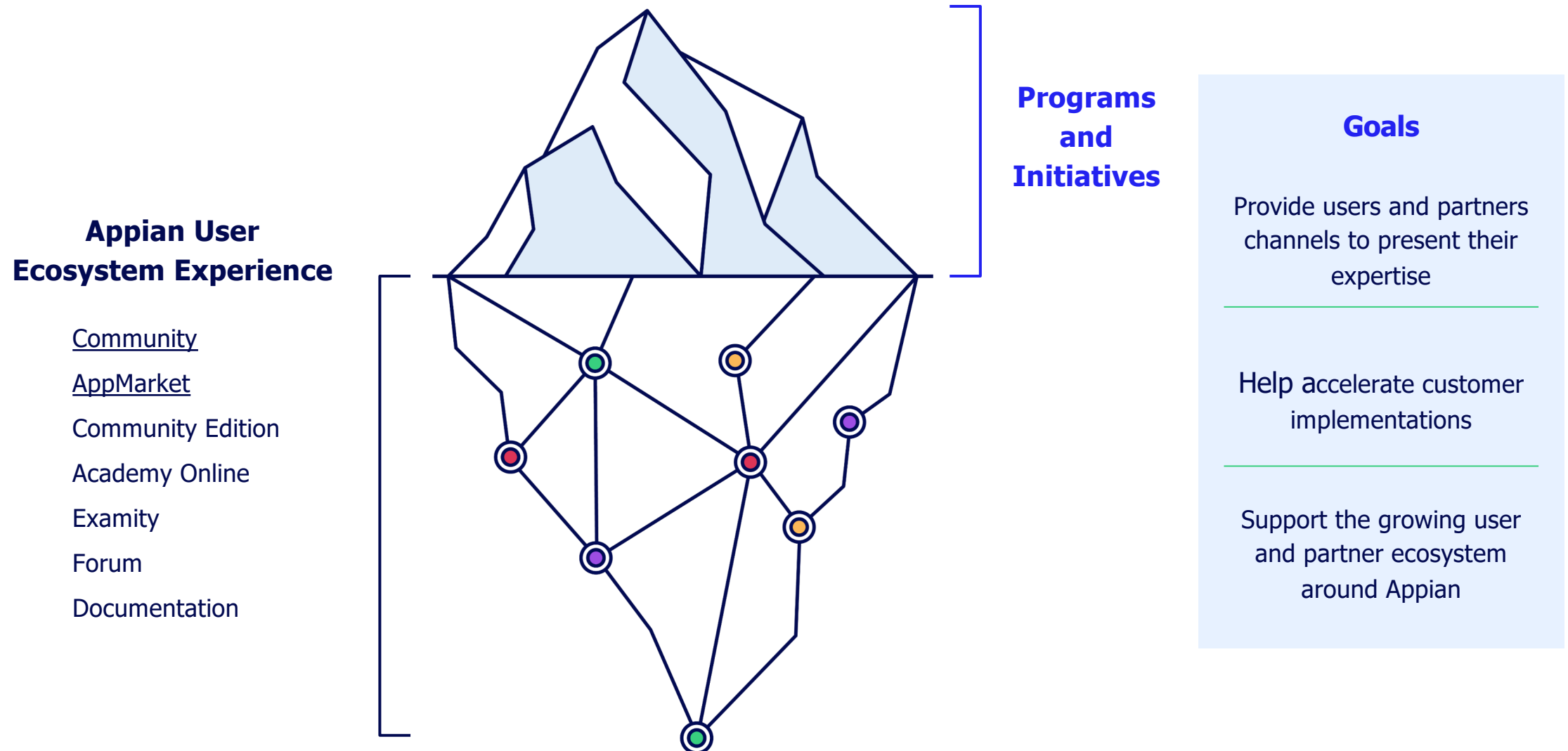
Accelerate

Build and change faster with visual development, bringing business and IT closer together. By bringing business and IT capabilities, instead of siloed development or just providing the IT pros with another tool in their toolbox, we deliver on the promise of accelerated development while meeting the realities of creating sophisticated enterprise solutions.

Complexity caused by the global shift to reduce transformational efficiency to internal processes. Streamline workflows, and provide rapid response time through your systems by means of automated, fast, and integrated solutions.

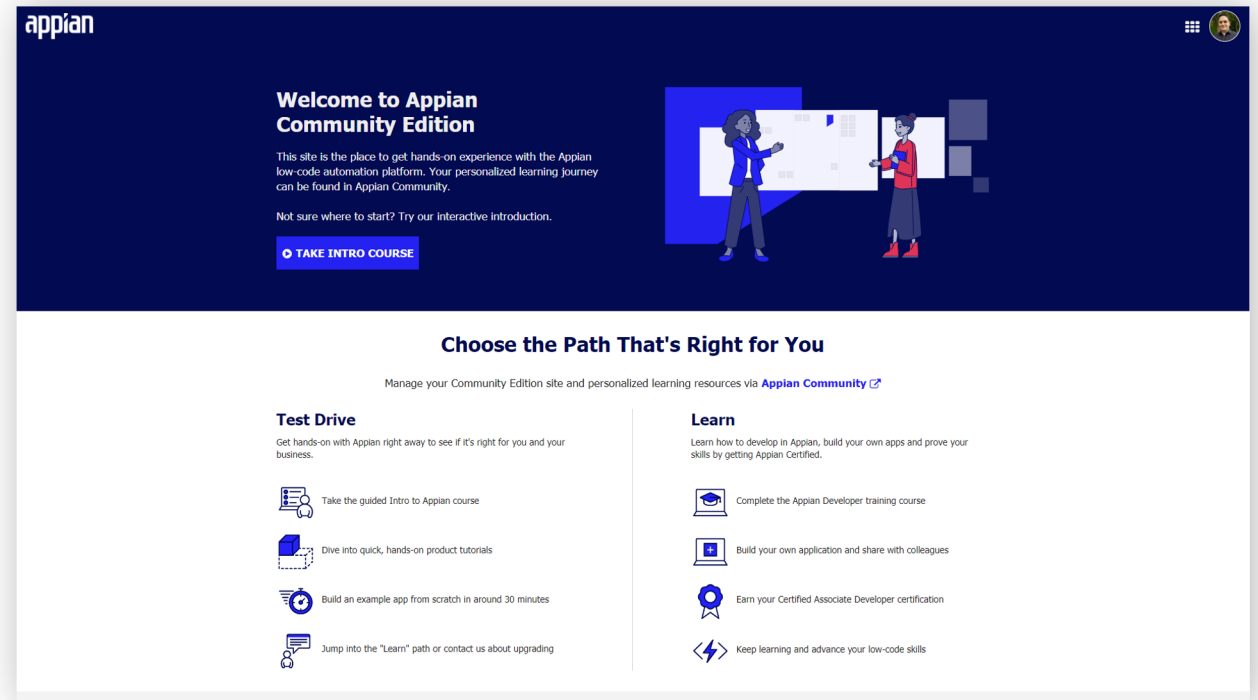
Use low-code where low-code shines.

Growing Appian's Community Experience



Appian Community Edition

- Free, **unlimited-time, self-service** cloud environment for developers
- **Learning, Evaluation,** and **limited production use** with path to upgrade
- **3x increase** in Appian Community sign-ups comparing July 2020 to July 2021



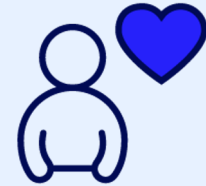
Community Experience Goals



Accelerate the growth of
our developer community



Increase the ratio of
certified developers



Drive engagement and
create advocates

The Appian logo is displayed in a dark, three-dimensional font on the upper right portion of a glass-clad building. The building's facade is composed of large glass panels reflecting the sky, and the overall image has a blue tint.

appian

appian

A leader in low-code.



Go-To-Market Strategy

Eric Cross

Chief Revenue Officer, Appian

GTM business update.

1. Market Dynamics
2. Customers
3. Sales Philosophy
4. Sales Model
5. Sales coverage
6. Solutions strategy
7. Investment Areas

Appian market dynamics.



Large TAM



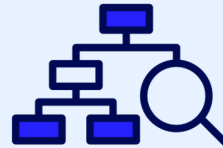
Accelerating market
adoption



Limited competition for the
most complex use cases



Strategic Partners



Greater efficiencies with investments
in GTM strategy and processes



High net retention
of customers

Appian market dynamics.

Why we win:

- Completeness of offering.
- Confidence and experience to drive a successful project or projects.
- Speed and time to value.
- Ability for customer to solve the most and least complex automation challenges with one vendor.



Innovate with Appian.

Financial Services



Insurance



Life Sciences



Healthcare



US Federal Government



Transportation



Telecom/Media



Energy & Utilities



Manufacturing/Other



Sales philosophy.



Focused on solving a customers most critical business challenges



Accomplished through our market leading technology, consulting services, and robust partner ecosystem



Automate complex back office and front facing business/workflow processes that drive tangible business outcomes



Priority #1:
Create great customer outcomes

Sales philosophy.

Sales engagement:

- Focus on our unique and differentiated value that drives business outcomes.
- Supported by our low code promise (Appian Guarantee) where appropriate.
- Work hand in hand with strategic partners to influence and accelerate customer acquisition.
- Highlighting speed and time to value, reduced project risk and the ability to scale from the most complex to least complex use cases.



Sales methodology.

Experiencing a TAM extending beyond the G2000

- Continued advancements in our platform.
- Evolving off the shelf configurable solutions.
- Democratizing Appian skillsets via our partner ecosystem.

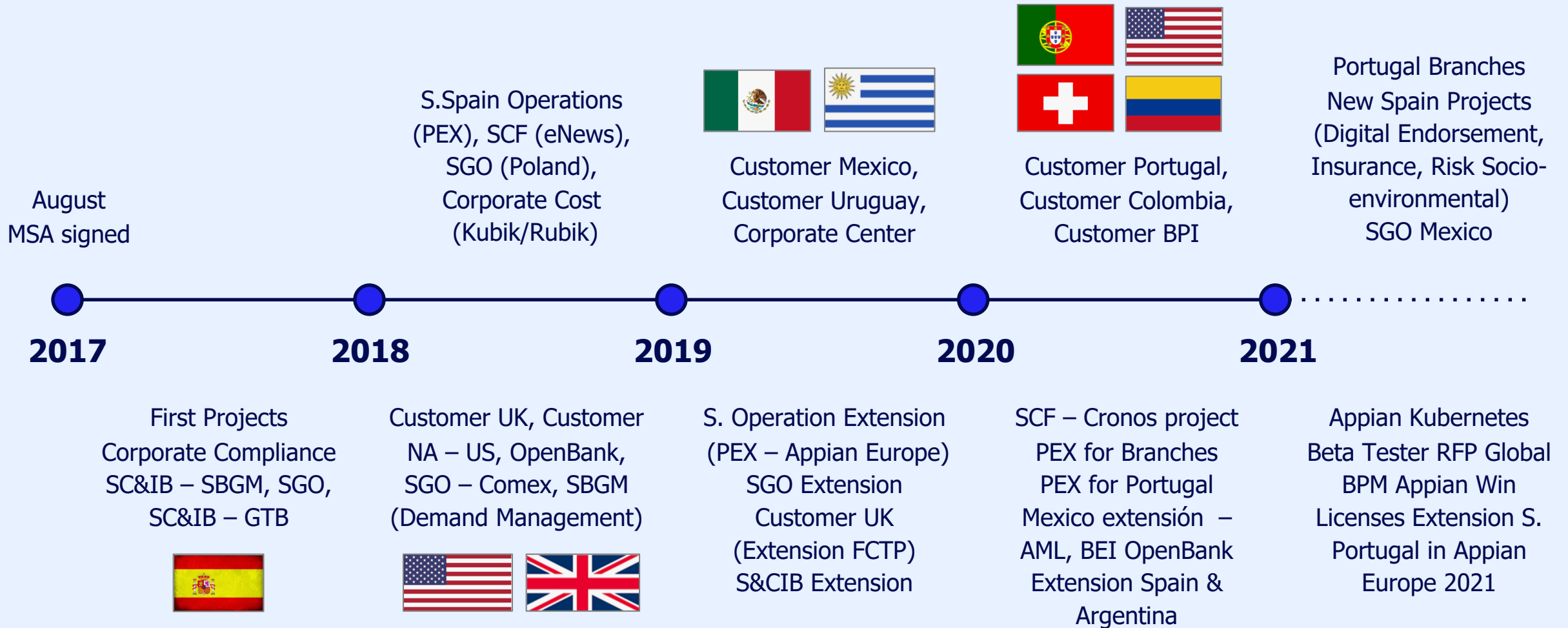
Typical/Ideal customer engagement (Land and Expand)

- Starts with a highly visible, complex business problem.
- Accompanied by an Appian Guarantee (MVP 8 weeks).
- Evolving into a second, third, fourth..... Project.
- Leading to customer developing a COE around Appian.

Strategic partner engagement

- GSI's, ISV's, Strategic and Boutique consultants.
- Bring our AE's and Partners together for joint selling rhythm.
- Strong focus on partner enablement for delivery.
- Partners also sell branded solutions built on Appian (LIBOR, EUS remediation, KYC).

Major Banking Land & Expand Example



Sales coverage.



Field teams in a
named account model



Understand the customer
business, problems,
desired outcomes



Total "sale" mindset

Sales coverage.

Teams structured into the following:

- **Global Strategics:** 1 to 3 accounts
- **Enterprise:** 5 to 7 accounts
- **Mid Enterprise:** 10 to 12 accounts
- **Vertical Specialization**
- **Reseller focused teams:**
manage 8 to 10 partners



Solutions focus: horizontal and vertical GTM.

Horizontal

- Workforce safety
- CampusPass

Vertical

- **Insurance:**
Connected Claims
- **Financial services:**
Connected onboarding,
Servicing and KYC
- **Government Acquisitions:**
Requirements Mgmt, Award
Mgmt, Source Selection,
Clause Automation

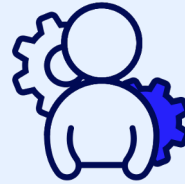
Partner Solutions

- KYC
- Libor
- EUC remediation

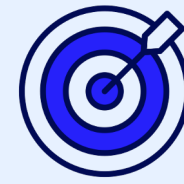
Investment areas.



Global sales methodology rollout



Strategic hires



New markets



Vertical markets



Talent leadership investments



Licensing models

The Appian logo is displayed in a dark blue, three-dimensional font on the upper right portion of a glass-clad building. The building's facade is composed of large glass panels reflecting the sky, and the overall image has a low-angle, upward-looking perspective.

appian

appian

A leader in low-code.



Financial Overview

Mark Lynch
Chief Financial Officer, Appian

Financial highlights.



Strong Growth and Margin Profile

Cloud Subscription revenue CAGR of 48%; 90% NG-GM



Predictable Business Model

Subs. rev. – 69% vs. 51% @ IPO; 90%+ Renewal Rate



Solid Customer and Unit Economics

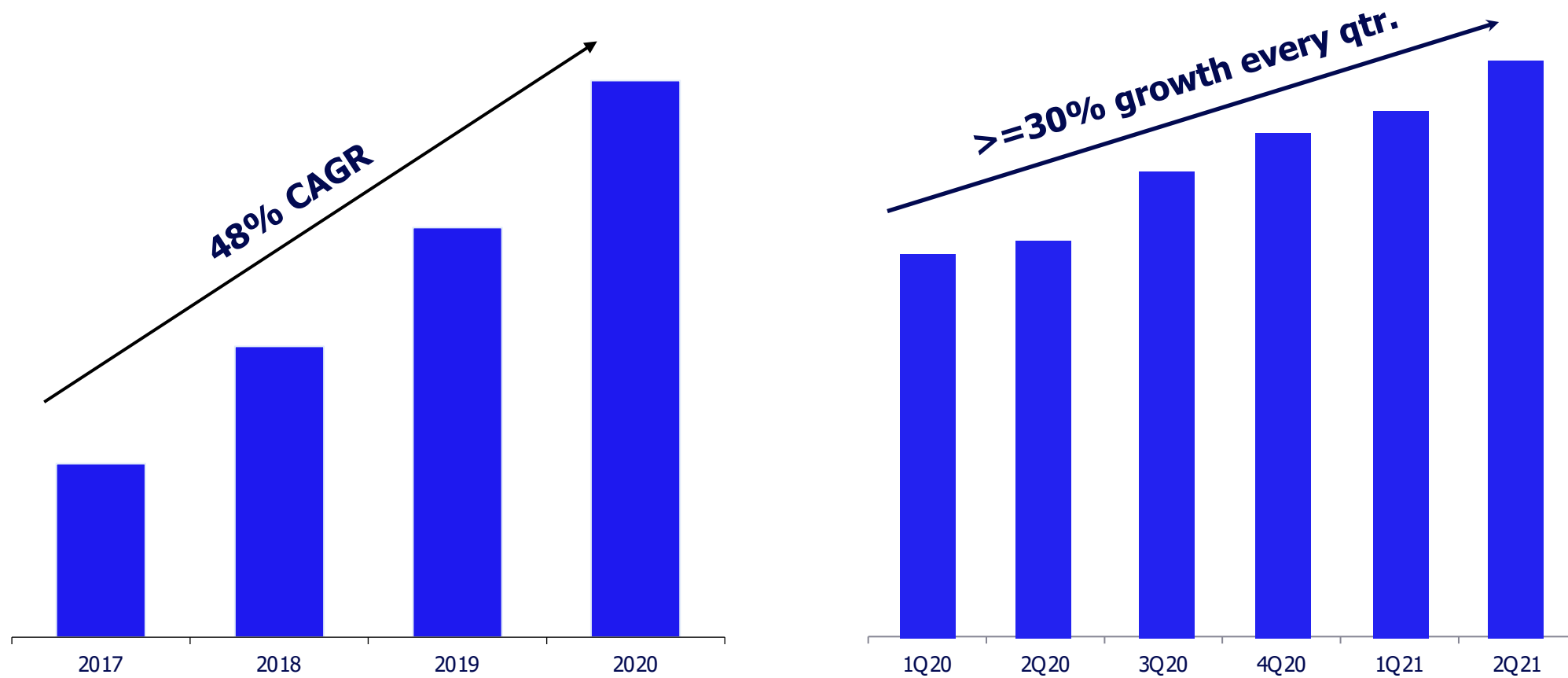
Growth across all customer cohorts and solid LTV/CAC



Investing For Sustainable Growth

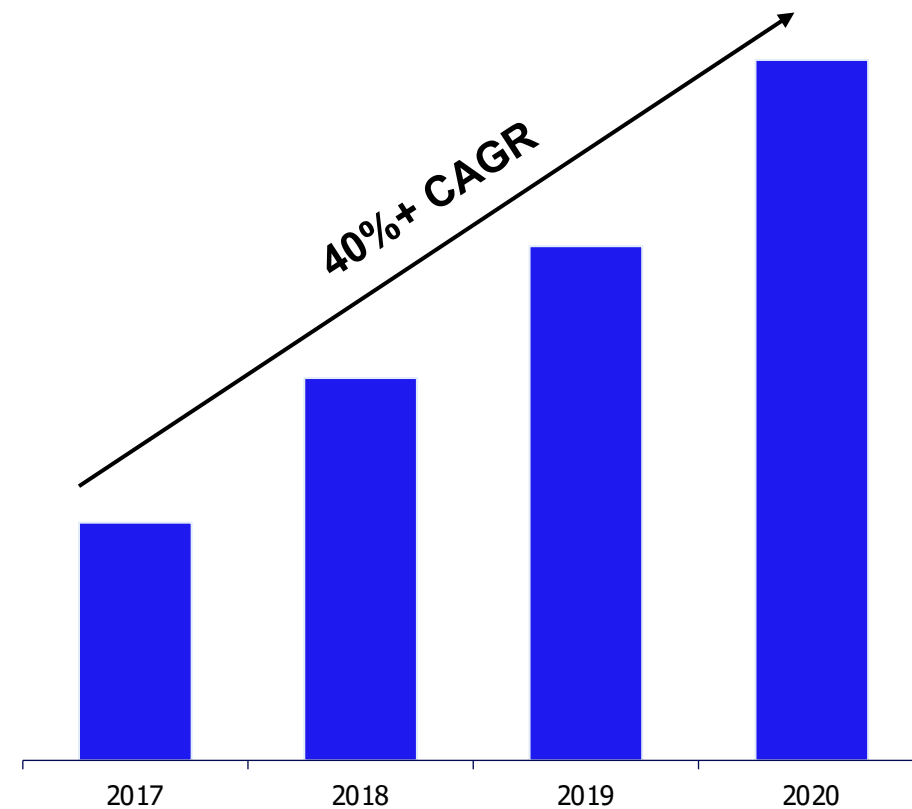
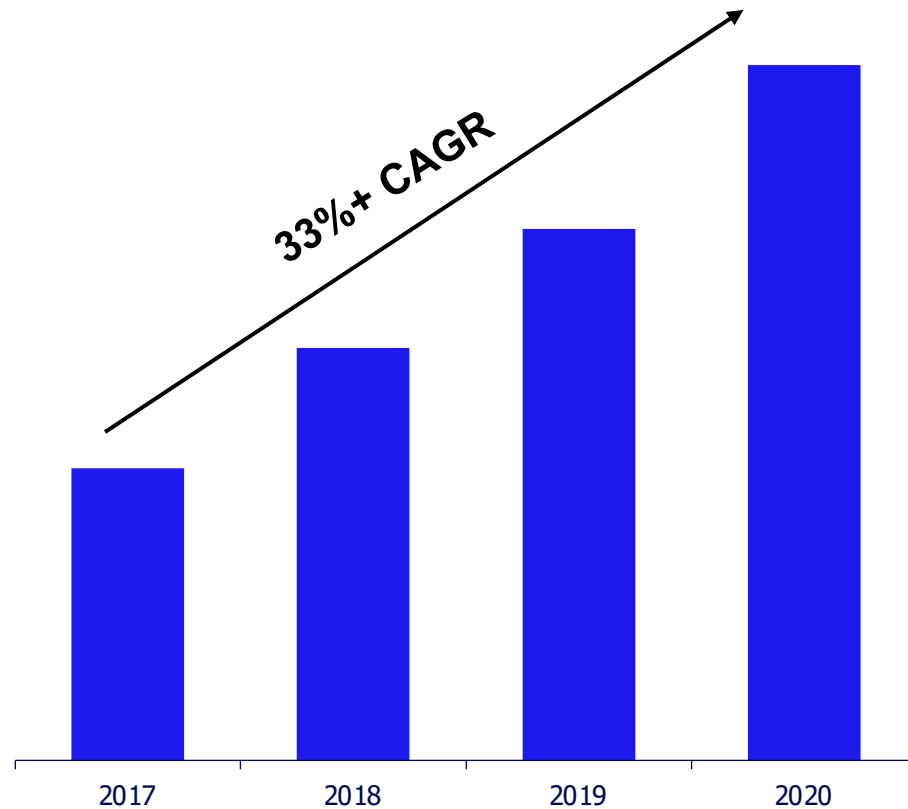
Long-term ARR growth drivers and target model

Solid cloud subscription revenue growth.



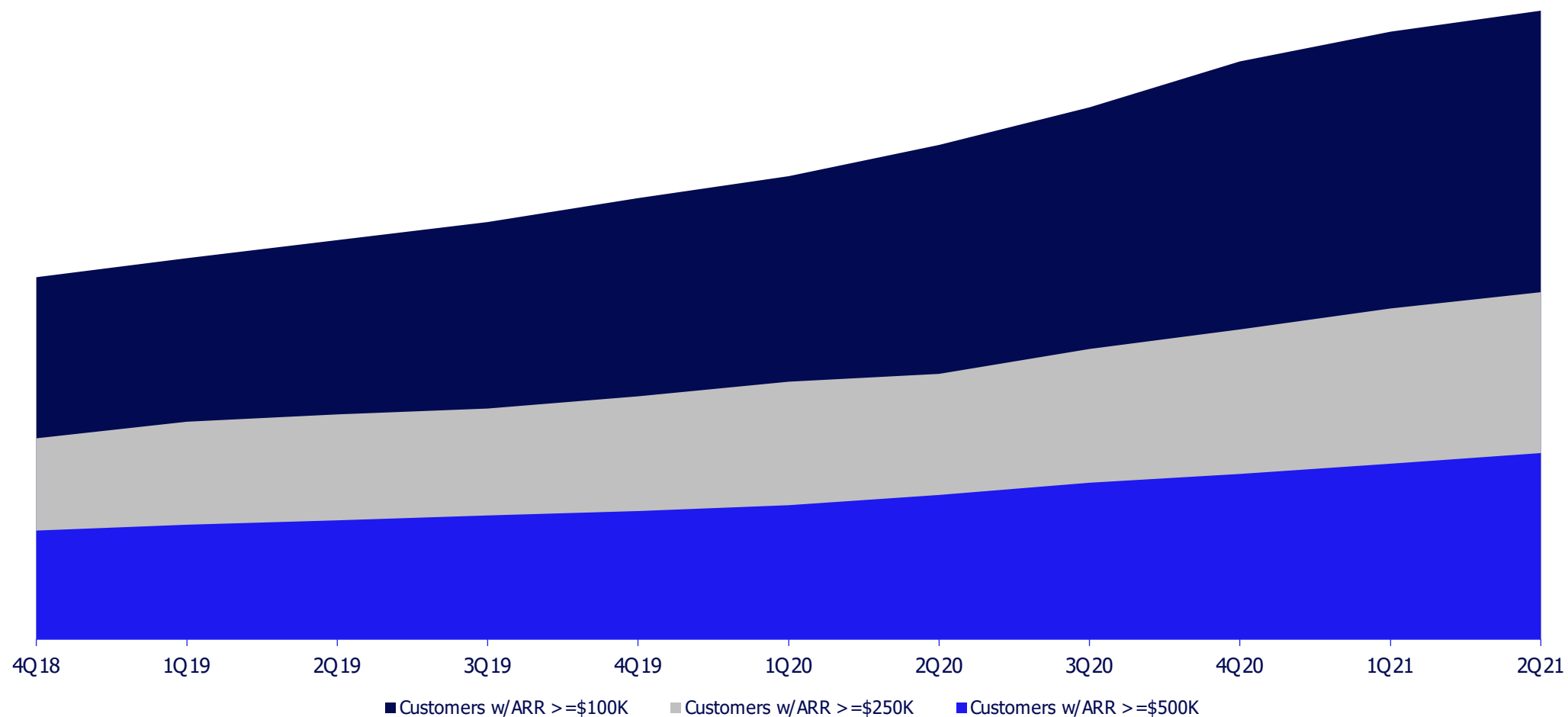
2019 and 2020 revenue figures are presented in accordance with ASC 606. 2018, 2017, and 2016 revenue figures are presented in accordance with ASC 605.

Healthy ARR Growth – total and cloud subscription.

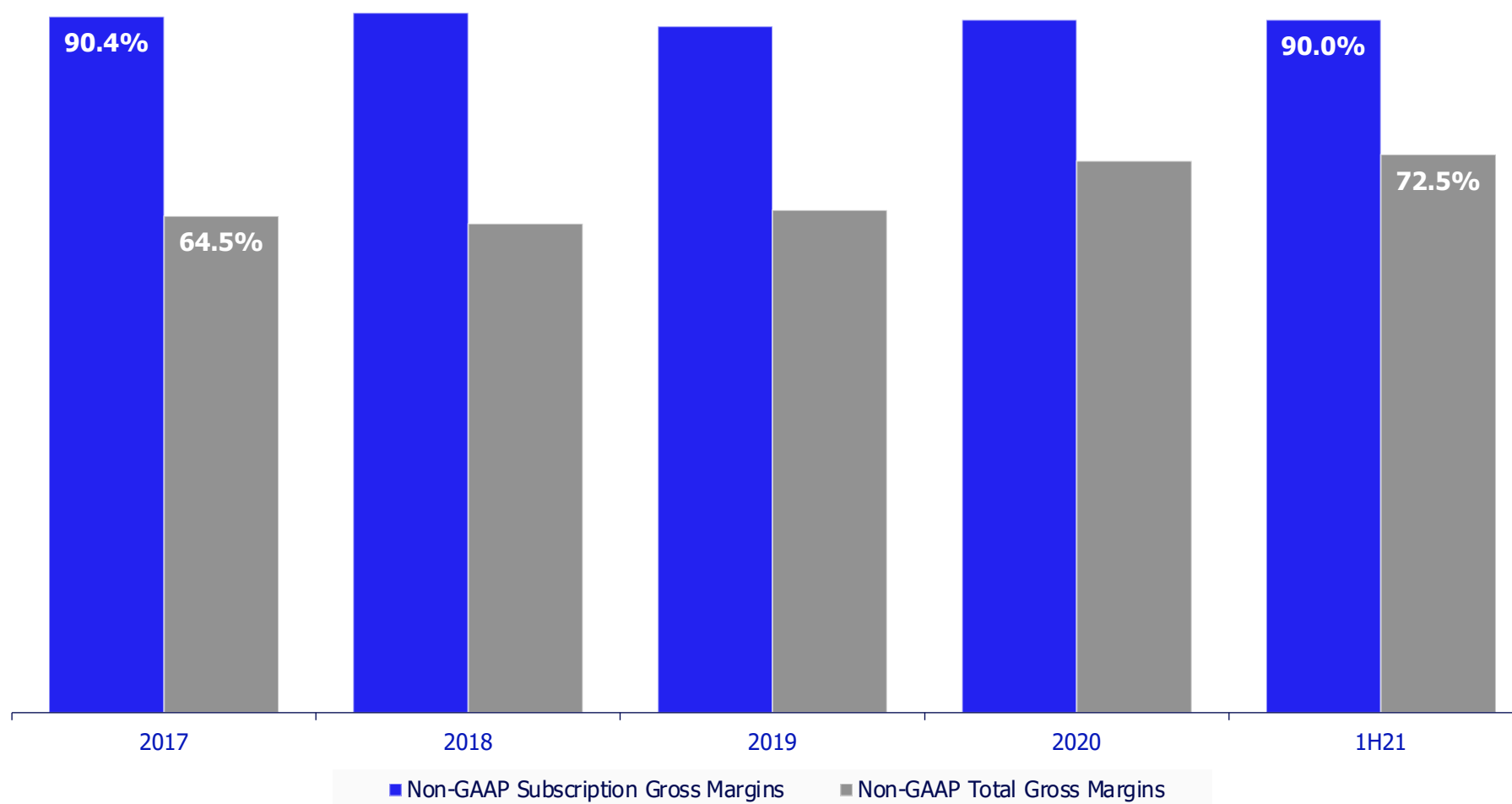


Note: Total ARR includes only Software term licenses (both cloud and on-premise) and is calculated only for contract items that are of a recurring nature (e.g., excludes one-time fees).

Healthy customer growth across all deal sizes.

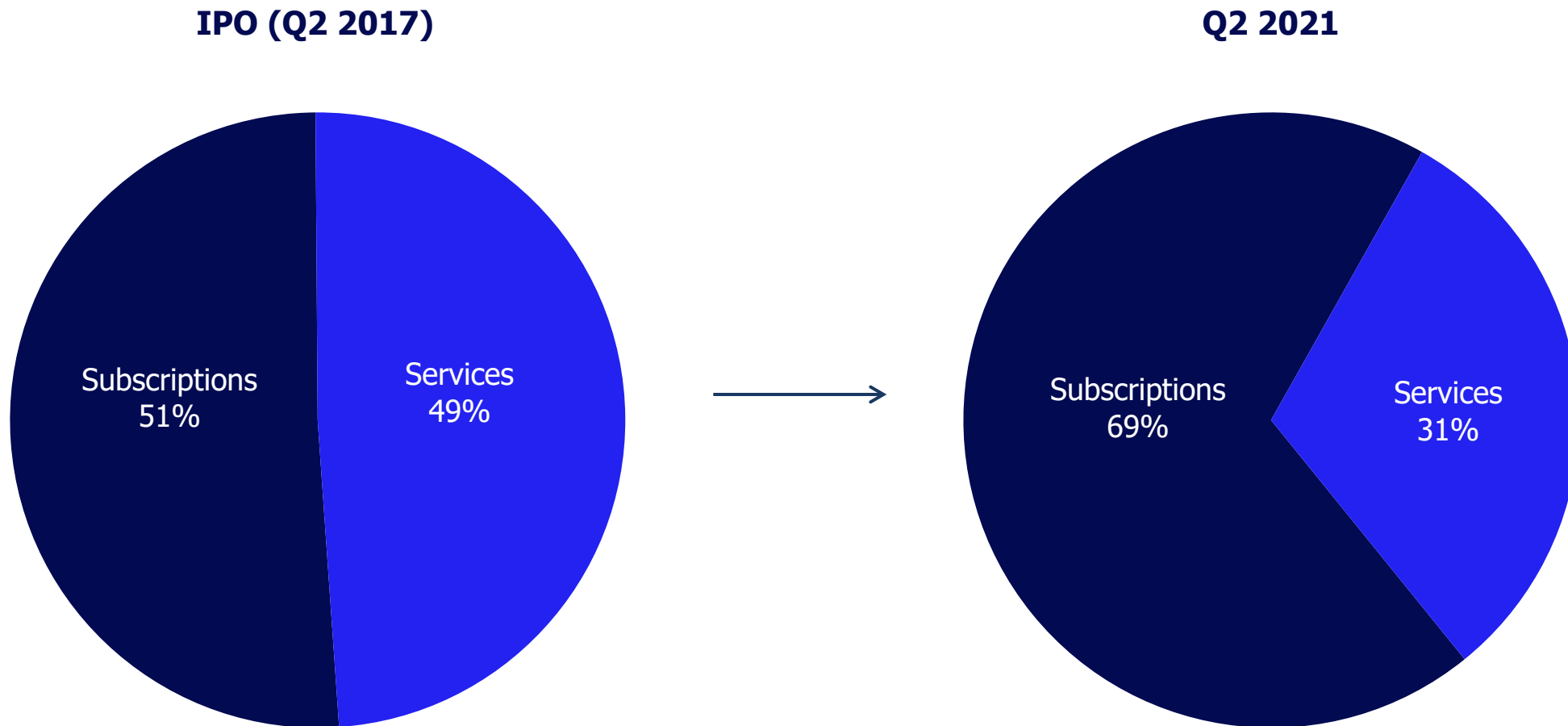


Platform strategy drives compelling gross margins.¹



1 - Refer to footnote 1 in the Appendix slide for further details on this calculation.

Increasing mix of subscriptions revenue.



Customer focused subscription software revenue model.

100%
subscription

100% of software revenue
was subscription in 2020



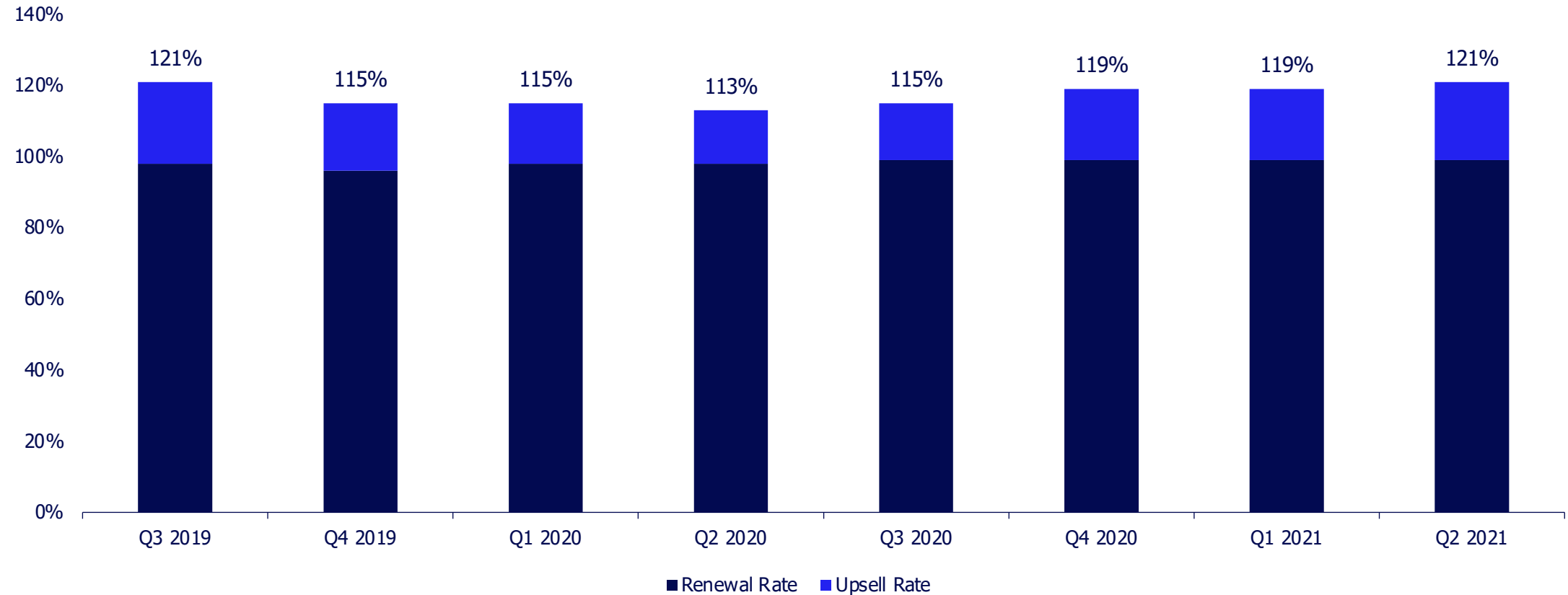
Price by user, application,
or effort to build



12-36mo

Typical contract length of
12 to 36 months

Consistent cloud subscription net revenue retention rate.²



2 - Refer to footnote 2 in the Appendix slide for further details on this calculation.

Healthy LTV:CAC unit economics.³

> 7x

3 - Refer to footnote 3 in the Appendix slide for further details on this calculation.

Continued expansion across cohorts.

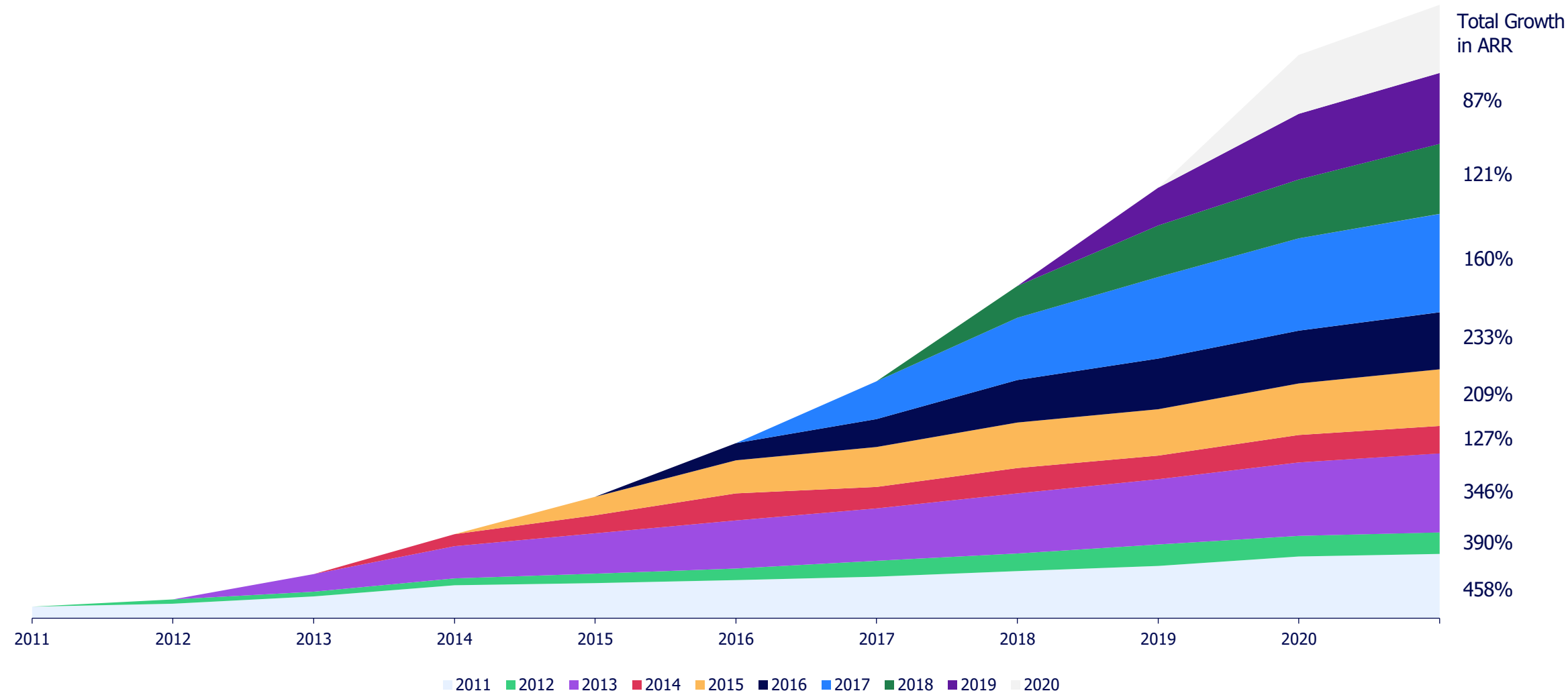
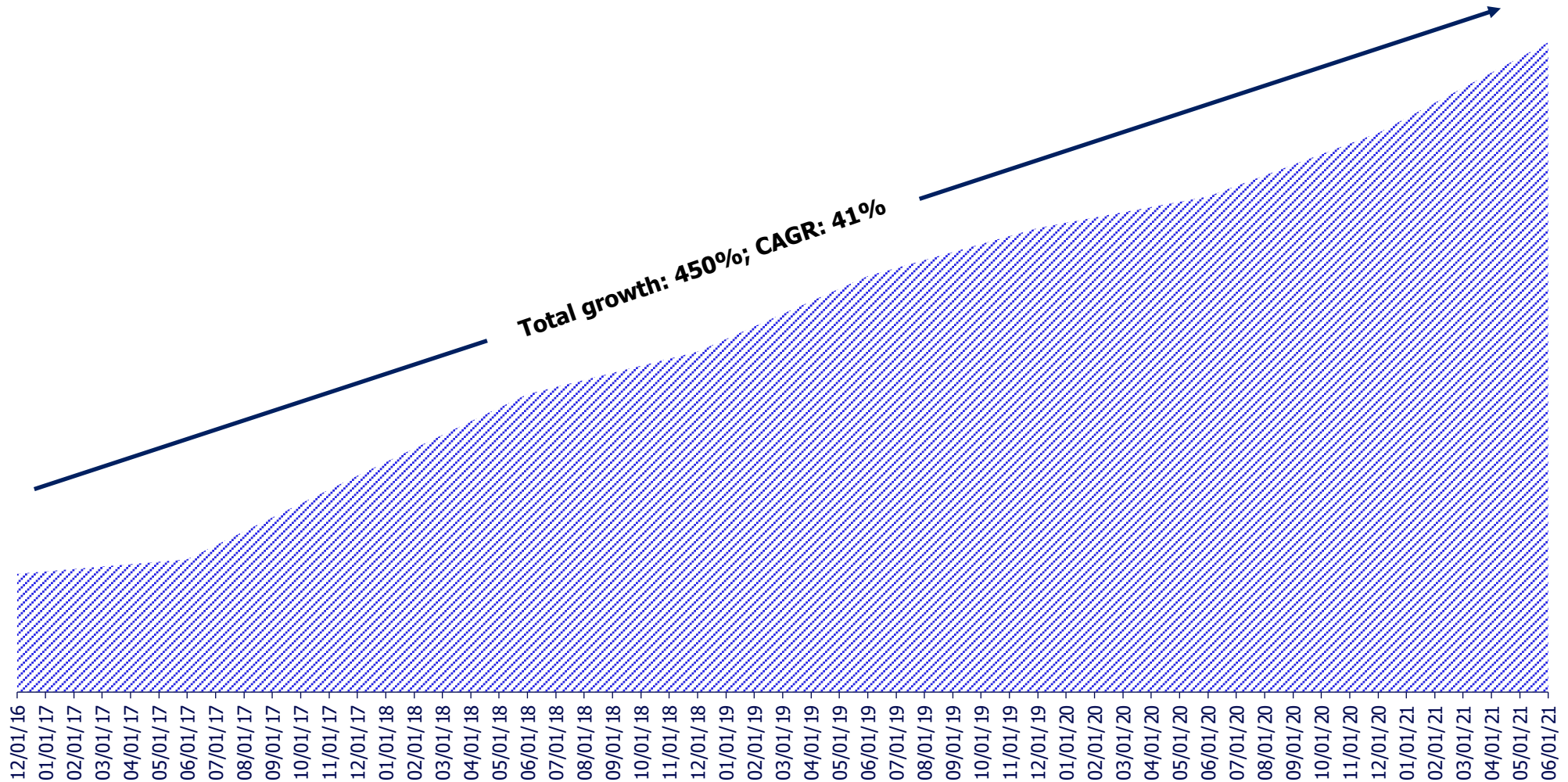


Chart reflects annualized subscription revenue for the group of customers that became our customers in each respective cohort year. For instance, the 2011 cohort includes all customers whose contract start date was between January 1, 2014 and December 31, 2014. Annualized subscription revenue is the total amount of daily subscription revenue for that applicable customer cohort in January of the following year multiplied by 365.

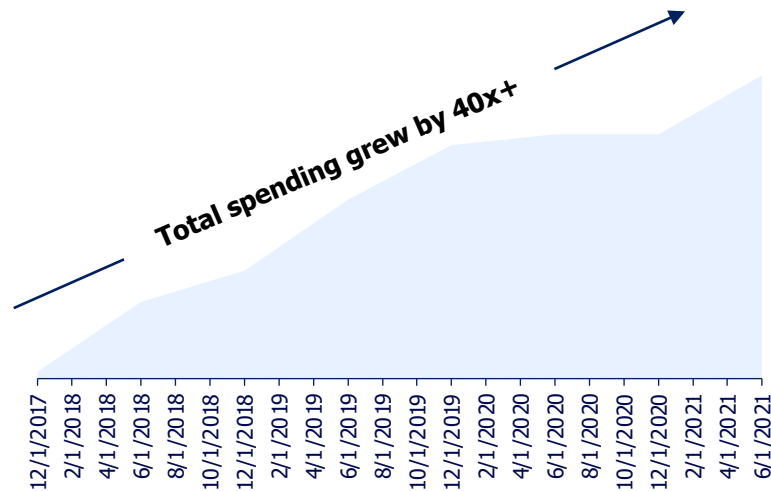
Spending growth journey – top 25 customers.⁴



4 - Refer to footnote 4 in the Appendix slide for further details on this calculation.

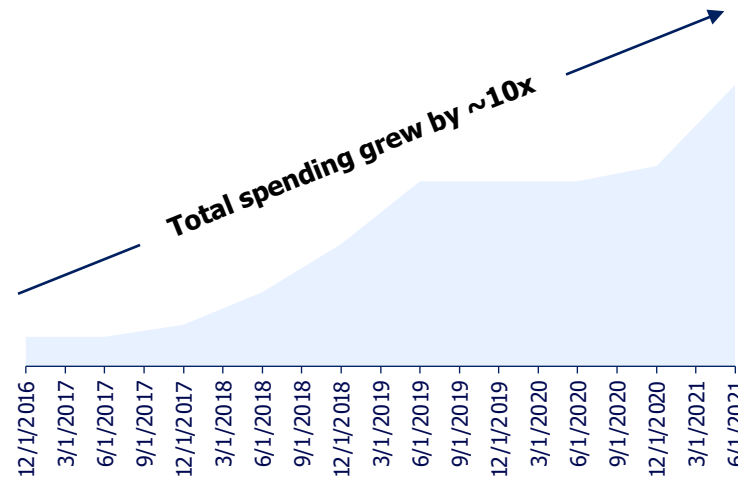
Spending growth journey – customer case studies.

Top 25 Bank



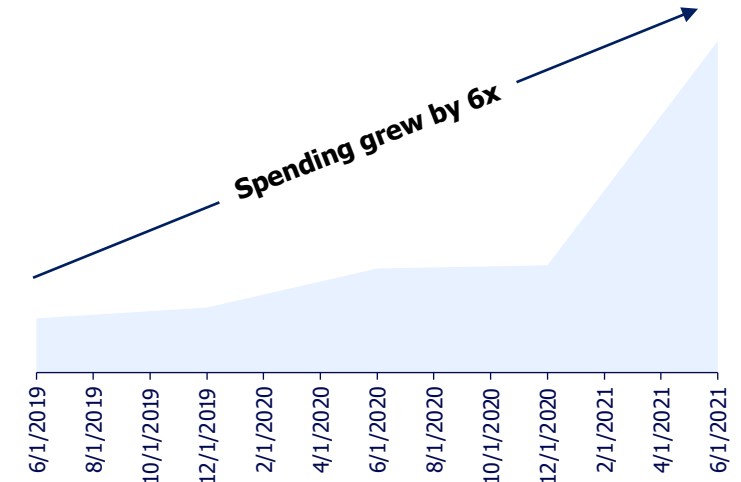
Appian Low-Code Platform consolidated legacy systems and information into one case management solution. Appian also provided a complete view of their data from an intuitive and natively-mobile interface

Top 25 Pharmaceutical



Appian Low-Code Platform is used across several business units. Appian supports new go-to-market initiatives, modernization of call centers, and automates the processing of hundreds of thousands of cases.

Top 25 Insurance Broker



Appian Low-Code Platform centralized a multi-party process to establish, monitor and process claims. Appian enables real time visibility on key performance measures, reduced time to market, and improved quality of solutions.

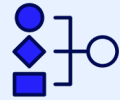
Targeting sustainable 30%+ cloud subscription growth.



Growing strategic partners



International expansion



Solutions



New customer growth



Platform expansion



Broad adoption of low-code



Rising demand for digital transformation

Target long-term model.⁵

			Target Model			
	2016	2020	@ IPO		Updated	
Gross Margin	62%	72%	75%	78%	80%	85%
S&M	41%	42%	34%	36%	38%	40%
R&D	17%	22%	14%	16%	15%	17%
G&A	13%	15%	7%	9%	7%	8%
Operating margin	-9%	-8%	20%		20%	

5 - Refer to the Reconciliation of Long-Term Model slide for complete details on how these metrics were calculated for fiscal years 2016 and 2020.

Appendix

The following slide includes definitions of common metrics we utilize to evaluate the performance of our business.

1 – Non-GAAP Gross Margins: Non-GAAP gross margins are calculated excluding the impact of stock-based compensation.

2 – Net Revenue Retention Rate: We calculate retention over a set of customers who have been with us for at least one full year. To calculate our cloud subscription revenue retention rate for a trailing 12-month period, we first establish the recurring cloud subscription revenue for the previous trailing 12-month period. This effectively represents recurring dollars that we should expect in the current trailing 12-month period from the cohort of customers from the previous trailing 12-month period without any expansion or contraction. We subsequently measure the recurring cloud subscription revenue in the current trailing 12-month period from the cohort of customers from the previous trailing 12-month period. Cloud subscription revenue retention rate is then calculated by dividing the aggregate recurring cloud subscription revenue in the current trailing 12-month period by the previous trailing 12-month period. This calculation includes the impact on our revenue from customer non-renewals, pricing changes and growth in the number of users on our platform. Our cloud subscription revenue retention rate can fluctuate from period to period due to large customer contracts in any given period.

3 – Lifetime Value of a Customer as Compared to the Cost of Acquiring that Customer (“LTV/CAC”): Our business model focuses on maximizing the lifetime value of a customer as compared to the cost of acquiring that customer. This metric is a function of the duration of a customer’s deployment of Appian as well as the price and number of subscriptions of Appian a customer purchases. We also incur significant customer acquisition costs, including expenses associated with hiring new sales representatives, who generally take up to one year to become productive given the length of our sales cycle, and marketing costs, all of which, except for sales commissions, are expensed as incurred. We calculate LTV/CAC as (1) the average gross margin multiplied by average cloud subscription revenue for a given month divided by (2) the average percentage of monthly recurring revenue that did not renew in each month for the previous 12 months. We then divide this calculated lifetime customer value by our customer acquisition costs, which is the total sales and marketing expense incurred during the corresponding month. Note for fiscal years 2018 and prior, we utilized total subscription revenue to calculate lifetime customer value. Because upon adoption of ASC 606 we began to primarily recognize revenue from our on-premises term license subscriptions upfront, we amended the LTV/CAC calculation by replacing subscriptions revenue with cloud subscriptions revenue.

4 – Annualized Recurring Revenue (“ARR”): ARR is calculated by annualizing the contract value of an active software order or contract at a given point in time based on the contract’s start and end dates. To annualize the value, a daily rate is calculated by dividing the contract value by the number of days in the contract’s subscription term. The daily rate is then multiplied by 365 days. ARR is only calculated for software term licenses (i.e., cloud and on-premises) and only for contract items that are of a recurring nature (i.e., excluding one-time fees).

Reconciliation of Target Long-Term Model

\$ in thousands

	<u>FY 2016</u>	<u>FY 2020</u>
Reconciliation of Non-GAAP Gross Margins:		
Revenue	\$ 132,923	\$ 304,573
Cost of Revenue	50,123	88,766
Less: Stock Compensation Expense – Cost of Revenue	—	(2,420)
Non-GAAP Cost of Revenue	50,123	86,346
Non-GAAP Gross Margins	62%	72%
Reconciliation of Non-GAAP S&M Expense as a Percentage of Revenue:		
Revenue	\$ 132,923	\$ 304,573
Sales and Marketing Expense	54,137	130,316
Less: Stock Compensation Expense – Sales and Marketing	—	(2,821)
Non-GAAP Sales and Marketing Expense	54,137	127,495
Non-GAAP Sales and Marketing Expense as a Percentage of Revenue	41%	42%
Reconciliation of Non-GAAP R&D Expense as a Percentage of Revenue:		
Revenue	\$ 132,923	\$ 304,573
Research and Development Expense	22,994	70,241
Less: Stock Compensation Expense – Research and Development	—	(2,718)
Non-GAAP Research and Development Expense	22,994	67,523
Non-GAAP Research and Development Expense as a Percentage of Revenue	17%	22%
Reconciliation of Non-GAAP G&A Expense as a Percentage of Revenue:		
Revenue	\$ 132,923	\$ 304,573
General and Administrative Expense	17,039	53,152
Less: Stock Compensation Expense – General and Administrative	—	(7,320)
Non-GAAP General and Administrative Expense	17,039	45,832
Non-GAAP General and Administrative Expense as a Percentage of Revenue	13%	15%
Reconciliation of Non-GAAP Operating Margin:		
Revenue	\$ 132,923	\$ 304,573
Operating Loss	(11,370)	(37,902)
Less: Stock Compensation Expense – Operating Expense	—	(12,859)
Non-GAAP Operating Loss	(11,370)	(25,043)
Non-GAAP Operating Margin	(9%)	(8%)

The Appian logo is displayed in a dark, three-dimensional font on the upper right portion of a glass-clad building. The building's facade is composed of large glass panels reflecting the sky, and the overall image has a blue color cast.

appian

appian

A leader in low-code.