



Condensed Consolidated Financial Statements
September 15, 2017



Non-GAAP Financial Measures

This document presents information about SecureWorks Corp.'s (individually and collectively with its consolidated subsidiaries, Secureworks" or the "Company") non-GAAP revenue, non-GAAP gross margin, non-GAAP research and development expenses, non-GAAP sales and marketing expenses, non-GAAP general and administrative expenses, non-GAAP operating loss, non-GAAP net loss, non-GAAP net loss per share and adjusted EBITDA, which are non-GAAP financial measures provided as a supplement to the results provided in accordance with accounting principles generally accepted in the United States of America ("GAAP"). The Company believes these non-GAAP financial measures provide useful information to help evaluate its operating results by facilitating an enhanced understanding of its operating performance and enabling more meaningful period-to-period comparisons. There are limitations to the use of the non-GAAP financial measures presented. These non-GAAP financial measures may not be comparable to similarly titled measures of other companies. Other companies, including companies in SecureWorks' industry, may calculate non-GAAP financial measures differently than the Company does, limiting the usefulness of those measures for comparative purposes.

A reconciliation of each non-GAAP financial measure to the most directly comparable GAAP financial measure is provided for each of the periods indicated. Investors are encouraged to review the reconciliations in conjunction with the presentation of the non-GAAP financial measures for each of the periods presented. In future fiscal periods, the Company may exclude such items and may incur income and expenses similar to these excluded items. Accordingly, the exclusion of these items and other similar items in this non-GAAP presentation should not be interpreted as implying that these items are non-recurring, infrequent or unusual.

The Company excludes the following items from one or more of its non-GAAP financial measures:

Impact of purchase accounting . The impact of purchase accounting consists primarily of purchase accounting adjustments related to a change in the basis of deferred revenue for the going-private transaction of Dell Inc. ("Dell"), an indirect parent of the Company, that was completed on October 29, 2013. The Company believes it is useful to exclude such purchase accounting adjustments related to the foregoing transactions as this deferred revenue generally results from multi-year service contracts under which deferred revenue is established upon sale and revenue is recognized over the term of the contract. Pursuant to the fair value provisions applicable to the accounting for business combinations, GAAP requires this deferred revenue to be recorded at its fair value, which is typically less than the book value. In presenting non-GAAP earnings, the Company adds back the reduction in revenue that results from this revaluation on the expectation that a significant majority of these service contracts will be renewed in the future and therefore the revaluation is not helpful in predicting its ongoing revenue trends. The Company believes that this non-GAAP financial adjustment is useful to investors because it allows investors to (1) evaluate the effectiveness of the methodology and information used by management in its financial and operational decision-making, and (2) compare past and future reports of SecureWorks' financial results, as the revenue reduction related to acquired deferred revenue will not recur when related service contracts are renewed in future periods.

Amortization of intangible assets . Amortization of intangible assets consists of amortization of customer relationships and acquired technology. In connection with Dell's going-private transaction, all of the Company's tangible and intangible assets and liabilities were accounted for and recognized at fair value on the transaction date. Accordingly, for periods after October 29, 2013, amortization of intangible assets consists of amortization associated with intangible assets recognized in connection with Dell's going-private transaction.

Stock-based compensation . Non-cash stock-based compensation relates to awards under both the Dell Technologies and SecureWorks equity plans. We exclude such expenses when assessing the effectiveness of our operating performance since they do not necessarily correlate with the underlying operating performance of the business.

Other expenses . Other expenses include professional fees incurred by the Company in connection with the Company's initial public offering and amounts expensed in the settlement of a legal matter. The Company excludes these expenses for the purpose of calculating the non-GAAP financial measures because it believes these items are outside the ordinary course of business and do not contribute to a meaningful evaluation of its current operating performance or comparisons to its past operating performance.

Aggregate adjustment for income taxes . The aggregate adjustment for income taxes is the estimated combined income tax effect for the adjustments mentioned above. The tax effects are determined based on the tax jurisdictions where the above items were incurred.

As the excluded items can have a material impact on earnings, management compensates for this limitation by relying primarily on GAAP results and using non-GAAP financial measures supplementally. The non-GAAP financial measures are not meant to be considered as indicators of performance in isolation from or as a substitute for revenue, gross margin, research and development expenses, sales and marketing expenses, general and administrative expenses, operating loss or net loss prepared in accordance with GAAP, and should be read only in conjunction with financial information presented on a GAAP basis.

SECUREWORKS CORP.

Condensed Consolidated Statements of Financial Position
(in thousands, except per share data and percentages)
(unaudited)

	FY 2018		FY 2017			
	Q2	Q1	Q4	Q3	Q2	Q1
	August 4, 2017	May 5, 2017	February 3, 2017	October 28, 2016	July 29, 2016	April 29, 2016
Three Months Ended						
<u>Assets:</u>						
Current assets:						
Cash and cash equivalents	\$ 97,780	\$ 91,566	\$ 116,595	\$ 110,835	\$ 113,284	\$ 123,711
Accounts receivable, net	122,664	123,164	113,546	110,395	100,758	108,858
Inventories, net	1,170	1,470	1,947	2,720	3,524	4,219
Other current assets	51,004	51,477	51,947	24,539	25,508	26,871
Total current assets	272,618	267,677	284,035	248,489	243,074	263,659
Property and equipment, net	32,779	31,199	31,153	27,605	25,142	23,548
Goodwill	416,487	416,487	416,487	416,487	416,487	416,487
Purchased intangible assets, net	248,053	254,987	261,921	268,855	275,789	282,723
Other non-current assets	6,091	6,131	5,704	24,340	26,991	25,806
	\$ 976,028	\$ 976,481	\$ 999,300	\$ 985,776	\$ 987,483	\$ 1,012,223
<u>Liabilities and Stockholders' Equity</u>						
Current liabilities:						
Accounts payable	\$ 23,847	\$ 25,551	\$ 24,119	\$ 23,222	\$ 26,846	\$ 23,121
Accrued and other	56,287	45,280	59,704	44,974	31,975	39,486
Short-term deferred revenue	133,811	128,090	119,909	118,699	114,000	115,082
Total current liabilities	213,945	198,921	203,732	186,895	172,821	177,689
Long-term deferred revenue	14,644	14,893	14,752	14,996	16,470	17,693
Other non-current liabilities	74,993	82,382	89,392	88,683	97,089	104,340
Total liabilities	303,582	296,196	307,876	290,574	286,380	299,722
Stockholders' equity	672,446	680,285	691,424	695,202	701,103	712,501
Total liabilities and stockholders's equity	\$ 976,028	\$ 976,481	\$ 999,300	\$ 985,776	\$ 987,483	\$ 1,012,223

SECUREWORKS CORP.

Condensed Consolidated Statements of Operations and Related Financial Highlights
(in thousands, except per share data and percentages)
(unaudited)

Three Months Ended	FY 2018		FY 2017			
	Q2	Q1	Q4	Q3	Q2	Q1
	August 4, 2017	May 5, 2017	February 3, 2017	October 28, 2016	July 29, 2016	April 29, 2016
GAAP Basis						
Net revenue	116,123	113,593	118,948	107,108	103,653	99,793
Cost of Revenue	56,325	53,942	56,206	53,637	52,907	49,849
Gross Margin	59,798	59,651	62,742	53,471	50,746	49,944
Research and development*	19,693	19,479	19,097	16,963	17,373	17,597
Sales and marketing*	37,620	37,169	33,143	29,725	31,820	30,262
General and administrative*	21,138	23,404	22,565	21,626	21,600	21,085
Total operating expenses	78,451	80,052	74,805	68,314	70,793	68,944
Operating loss	(18,653)	(20,401)	(12,063)	(14,843)	(20,047)	(19,000)
Interest and other, net	(425)	(649)	153	1,107	851	365
Loss before income taxes	(19,078)	(21,050)	(11,910)	(13,736)	(19,196)	(18,635)
Income tax benefit	(6,960)	(6,814)	(5,093)	(6,018)	(7,145)	(7,008)
Net Loss	\$ (12,118)	\$ (14,236)	\$ (6,817)	\$ (7,718)	\$ (12,051)	\$ (11,627)
Net Loss per share**	\$ (0.15)	\$ (0.18)	\$ (0.09)	\$ (0.10)	\$ (0.15)	\$ (0.17)
Weighted-average commons shares outstanding (basic and diluted)	80,353	80,056	80,009	80,009	80,009	70,330
Effective tax rate	36.5%	32.4%	42.8%	43.8%	37.2%	37.6%
Percentage of Total Net Revenue						
Gross margin	51.5%	52.5%	52.7%	49.9%	49.0%	50.0%
Research and development*	17.0%	17.1%	16.1%	15.8%	16.8%	17.6%
Sales and marketing*	32.4%	32.7%	27.9%	27.8%	30.7%	30.3%
General and administrative*	18.2%	20.6%	19.0%	20.2%	20.8%	21.1%
Operating expenses	67.6%	70.5%	62.9%	63.8%	68.3%	69.1%
Operating loss	-16.1%	-18.0%	-10.1%	-13.9%	-19.3%	-19.0%
Loss before income taxes	-16.4%	-18.5%	-10.0%	-12.8%	-18.5%	-18.7%
Net loss	-10.4%	-12.5%	-5.7%	-7.2%	-11.6%	-11.7%

Note: Percentage are calculated based on underlying data in thousands

*Reclassified as of February 3, 2017.

** Sum of quarterly net loss per share may differ on a year to date basis due to rounding.

SECUREWORKS CORP.

Condensed Consolidated Statements of Operations and Related Financial Highlights
(in thousands, except per share data and percentages)
(unaudited)

	FY 2018		FY 2017			
	Q2	Q1	Q4	Q3	Q2	Q1
	August 4, 2017	May 5, 2017	February 3, 2017	October 28, 2016	July 29, 2016	April 29, 2016
Three Months Ended						
Non-GAAP Basis						
Non-GAAP net revenue	116,269	113,739	119,169	107,329	103,874	100,014
Non-GAAP cost of revenue	52,687	50,298	52,614	50,020	49,205	46,380
Non-GAAP gross margin	63,582	63,441	66,555	57,309	54,669	53,634
Non-GAAP research and development expenses*	18,934	18,665	18,526	16,271	16,685	17,515
Non-GAAP sales and marketing expenses*	37,209	36,955	32,843	29,362	31,458	30,219
Non-GAAP general and administrative expenses*	15,216	17,248	17,309	16,050	16,101	15,952
Total Non-GAAP operating expenses	71,359	72,868	68,678	61,683	64,244	63,686
Non-GAAP operating loss	(7,777)	(9,427)	(2,123)	(4,374)	(9,575)	(10,052)
Non-GAAP operating loss - % of revenue	-6.7%	-8.3%	-1.8%	-4.1%	-9.2%	-10.1%
Interest and other, net	(425)	(649)	153	1,107	851	365
Loss before income taxes	(8,202)	(10,076)	(1,970)	(3,267)	(8,724)	(9,687)
Income tax expense (benefit)	(2,838)	(3,580)	(389)	(2,028)	(3,148)	(3,586)
Non-GAAP net loss	\$ (5,364)	\$ (6,496)	\$ (1,581)	\$ (1,239)	\$ (5,576)	\$ (6,101)
Non-GAAP net loss per share**	\$ (0.07)	\$ (0.08)	\$ (0.02)	\$ (0.02)	\$ (0.07)	\$ (0.09)
Adjusted EBITDA	(4,572)	(6,366)	829	(1,772)	(7,025)	(7,629)
Weighted-average commons shares outstanding (basic and diluted)	80,353	80,056	80,009	80,009	80,009	70,330
<u>Percentage of Total Non-GAAP Net Revenue</u>						
Non-GAAP Gross margin	54.7%	55.8%	55.8%	53.4%	52.6%	53.6%
Non-GAAP Research and development*	16.3%	16.4%	15.5%	15.2%	16.1%	17.5%
Non-GAAP Sales and marketing*	32.0%	32.5%	27.6%	27.4%	30.3%	30.2%
Non-GAAP General and administrative*	13.1%	15.2%	14.5%	15.0%	15.5%	15.9%
Non-GAAP Operating expenses	61.4%	64.1%	57.6%	57.5%	61.8%	63.7%
Non-GAAP Operating loss	-6.7%	-8.3%	-1.8%	-4.1%	-9.2%	-10.1%
Non-GAAP Loss before income taxes	-7.1%	-8.9%	-1.7%	-3.0%	-8.4%	-9.7%
Non-GAAP Net loss	-4.6%	-5.7%	-1.3%	-1.2%	-5.4%	-6.1%

Note: Percentage are calculated based on underlying data in thousands

*Reclassified as of February 3, 2017.

** Sum of quarterly net loss per share may differ on a year to date basis due to rounding.

SECUREWORKS CORP.

Condensed Consolidated Statements of Operations and Related Financial Highlights
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	FY 2018		FY 2017			
	Q2	Q1	Q4	Q3	Q2	Q1
	August 4, 2017	May 5, 2017	February 3, 2017	October 28, 2016	July 29, 2016	April 29, 2016
Three Months Ended						
Non-GAAP Reconciliations						
GAAP revenue	\$ 116,123	\$ 113,593	\$ 118,948	\$ 107,108	\$ 103,653	\$ 99,793
Impact of purchase accounting	146	146	221	221	221	221
Non-GAAP revenue	\$ 116,269	\$ 113,739	\$ 119,169	\$ 107,329	\$ 103,874	\$ 100,014
GAAP gross margin	\$ 59,798	\$ 59,651	\$ 62,742	\$ 53,471	\$ 50,746	\$ 49,944
Amortization of intangibles	3,411	3,410	3,411	3,410	3,411	3,410
Impact of purchase accounting	156	156	272	271	356	261
Stock-based compensation expense	217	224	130	157	156	19
Non-GAAP gross margin	\$ 63,582	\$ 63,441	\$ 66,555	\$ 57,309	\$ 54,669	\$ 53,634
GAAP operating expenses	\$ 78,451	\$ 80,052	\$ 74,805	\$ 68,314	\$ 70,793	\$ 68,944
Amortization of intangibles	(3,523)	(3,524)	(3,523)	(3,524)	(3,523)	(3,524)
Impact of purchase accounting	(256)	(256)	(240)	(240)	(177)	(229)
Stock-based compensation expense	(3,313)	(3,404)	(2,364)	(2,867)	(2,849)	(341)
Other	-	-	-	-	-	(1,164)
Non-GAAP operating expenses	\$ 71,359	\$ 72,868	\$ 68,678	\$ 61,683	\$ 64,244	\$ 63,686
GAAP research and development expenses	\$ 19,693	\$ 19,479	\$ 19,097	\$ 16,963	\$ 17,373	\$ 17,597
Stock-based compensation expense	(759)	(814)	(571)	(692)	(688)	(82)
Non-GAAP research and development expenses	\$ 18,934	\$ 18,665	\$ 18,526	\$ 16,271	\$ 16,685	\$ 17,515
GAAP sales and marketing expenses	\$ 37,620	\$ 37,169	\$ 33,143	\$ 29,725	\$ 31,820	\$ 30,262
Stock-based compensation expense	(411)	(214)	(300)	(363)	(362)	(43)
Non-GAAP sales and marketing expenses	\$ 37,209	\$ 36,955	\$ 32,843	\$ 29,362	\$ 31,458	\$ 30,219
GAAP general and administrative expenses	\$ 21,138	\$ 23,404	\$ 22,565	\$ 21,626	\$ 21,600	\$ 21,085
Amortization of intangibles	(3,523)	(3,524)	(3,523)	(3,524)	(3,523)	(3,524)
Impact of purchase accounting	(256)	(256)	(240)	(240)	(177)	(229)
Stock-based compensation expense	(2,143)	(2,376)	(1,493)	(1,812)	(1,799)	(216)
Other	-	-	-	-	-	(1,164)
Non-GAAP general and administrative expenses	\$ 15,216	\$ 17,248	\$ 17,309	\$ 16,050	\$ 16,101	\$ 15,952

SECUREWORKS CORP.

Condensed Consolidated Statements of Operations and Related Financial Highlights
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(unaudited)

	FY 2018		FY 2017			
	Q2	Q1	Q4	Q3	Q2	Q1
	August 4, 2017	May 5, 2017	February 3, 2017	October 28, 2016	July 29, 2016	April 29, 2016
Three Months Ended						
Non-GAAP Reconciliations						
GAAP operating loss	\$ (18,653)	\$ (20,401)	\$ (12,063)	\$ (14,843)	\$ (20,047)	\$ (19,000)
Amortization of intangibles	6,934	6,934	6,934	6,934	6,934	6,934
Impact of purchase accounting	412	412	512	511	533	490
Stock-based compensation expense	3,530	3,628	2,494	3,024	3,005	360
Other	-	-	-	-	-	1,164
Non-GAAP operating loss	\$ (7,777)	\$ (9,427)	\$ (2,123)	\$ (4,374)	\$ (9,575)	\$ (10,052)
GAAP net loss	\$ (12,118)	\$ (14,236)	\$ (6,817)	\$ (7,718)	\$ (12,051)	\$ (11,627)
Amortization of intangibles	6,934	6,934	6,934	6,934	6,934	6,934
Impact of purchase accounting	412	412	512	511	533	490
Stock-based compensation expense	3,530	3,628	2,494	3,024	3,005	360
Other	-	-	-	-	-	1,164
Aggregate adjustment for income taxes	(4,122)	(3,234)	(4,704)	(3,990)	(3,997)	(3,422)
Non-GAAP net loss	\$ (5,364)	\$ (6,496)	\$ (1,581)	\$ (1,239)	\$ (5,576)	\$ (6,101)
GAAP net loss per share	\$ (0.15)	\$ (0.18)	\$ (0.09)	\$ (0.10)	\$ (0.15)	\$ (0.17)
Amortization of intangibles	0.09	0.09	0.09	0.09	0.09	0.10
Impact of purchase accounting	0.01	0.01	0.01	0.01	0.01	0.01
Stock-based compensation expense	0.04	0.05	0.03	0.04	0.04	0.01
Other	-	-	-	-	-	0.02
Aggregate adjustment for income taxes	(0.05)	(0.04)	(0.06)	(0.05)	(0.06)	(0.06)
Non-GAAP net loss per share *	\$ (0.07)	\$ (0.08)	\$ (0.02)	\$ (0.02)	\$ (0.07)	\$ (0.09)
* Sum of reconciling items may differ from total due to rounding of individual components						
GAAP net loss	\$ (12,118)	\$ (14,236)	\$ (6,817)	\$ (7,718)	\$ (12,051)	\$ (11,627)
Interest and other, net	425	649	(153)	(1,107)	(851)	(365)
Income tax benefit	(6,960)	(6,814)	(5,093)	(6,018)	(7,145)	(7,008)
Depreciation and amortization	10,405	10,261	10,177	9,826	9,796	9,626
Stock-based compensation expense	3,530	3,628	2,494	3,024	3,005	360
Impact of purchase accounting	146	146	221	221	221	221
Other	-	-	-	-	-	1,164
Adjusted EBITDA	\$ (4,572)	\$ (6,366)	\$ 829	\$ (1,772)	\$ (7,025)	\$ (7,629)

SECUREWORKS CORP.

Condensed Consolidated Statements of Operations and Related Financial Highlights
(in thousands, except per share data and percentages)
(unaudited)

	FY 2018		FY 2017			
	Q2	Q1	Q4	Q3	Q2	Q1
	August 4, 2017	May 5, 2017	February 3, 2017	October 28, 2016	July 29, 2016	April 29, 2016
Three Months Ended						
Non-GAAP Reconciliations (% of Total Net Revenue)						
GAAP gross margin	51.5%	52.5%	52.7%	49.9%	49.0%	50.0%
Non-GAAP adjustment	3.2%	3.3%	3.1%	3.5%	3.6%	3.6%
Non-GAAP gross margin	54.7%	55.8%	55.8%	53.4%	52.6%	53.6%
GAAP research and development expenses	17.0%	17.1%	16.1%	15.8%	16.8%	17.6%
Non-GAAP adjustment	(0.7%)	(0.7%)	(0.6%)	(0.6%)	(0.7%)	(0.1%)
Non-GAAP research and development expenses	16.3%	16.4%	15.5%	15.2%	16.1%	17.5%
GAAP sales and marketing expenses	32.4%	32.7%	27.9%	27.8%	30.7%	30.3%
Non-GAAP adjustment	(0.4%)	(0.2%)	(0.3%)	(0.4%)	(0.4%)	(0.1%)
Non-GAAP sales and marketing expenses	32.0%	32.5%	27.6%	27.4%	30.3%	30.2%
GAAP general and administrative expenses	18.2%	20.6%	19.0%	20.2%	20.8%	21.1%
Non-GAAP adjustment	(5.1%)	(5.4%)	(4.5%)	(5.2%)	(5.3%)	(5.2%)
Non-GAAP general and administrative expenses	13.1%	15.2%	14.5%	15.0%	15.5%	15.9%
GAAP operating expenses	67.6%	70.5%	62.9%	63.8%	68.3%	69.1%
Non-GAAP adjustment	(6.2%)	(6.4%)	(5.3%)	(6.3%)	(6.5%)	(5.4%)
Non-GAAP operating expenses	61.4%	64.1%	57.6%	57.5%	61.8%	63.7%
GAAP operating loss	(16.1%)	(18.0%)	(10.1%)	(13.9%)	(19.3%)	(19.0%)
Non-GAAP adjustment	9.4%	9.7%	8.3%	9.8%	10.1%	8.9%
Non-GAAP operating loss	(6.7%)	(8.3%)	(1.8%)	(4.1%)	(9.2%)	(10.1%)
GAAP net loss	(10.4%)	(12.5%)	(5.7%)	(7.2%)	(11.6%)	(11.7%)
Non-GAAP adjustment	5.8%	6.8%	4.4%	6.0%	6.2%	5.6%
Non-GAAP net loss	(4.6%)	(5.7%)	(1.3%)	(1.2%)	(5.4%)	(6.1%)

Note: Sum of reconciling items may differ from total due to rounding of individual components

SECUREWORKS CORP.
Condensed Consolidated Statements of Cash Flows
(in thousands, except per share data and percentages)
(unaudited)

Three Months Ended	FY 2018		FY 2017			
	Q2	Q1	Q4	Q3	Q2	Q1
	August 4, 2017	May 5, 2017	February 3, 2017	October 28, 2016	July 29, 2016	April 29, 2016
Cash flows from operating activities:						
Net loss	\$ (12,118)	\$ (14,236)	\$ (6,817)	\$ (7,718)	\$ (12,051)	\$ (11,627)
Adjustments to reconcile net loss to net cash provided by (used in) operating activities						
Depreciation and amortization	10,405	10,261	10,177	9,826	9,796	9,626
Change in fair value of convertible notes	-	-	-	-	-	132
Stock-based compensation expense	3,530	3,628	2,494	3,024	3,005	360
Effects of exchange rate changes on monetary assets and liabilities denominated in foreign currencies	854	602	(59)	(1,051)	(670)	(459)
Income tax benefit	(8,284)	(6,814)	(5,093)	(6,018)	(7,145)	(7,008)
Other non-cash impacts	-	-	-	-	-	-
Provision for doubtful accounts	1,702	889	619	654	750	590
Excess tax benefit from share-based payment	-	-	-	-	(221)	-
Changes in assets and liabilities:						
Accounts receivable	(1,997)	(10,494)	(5,192)	(9,240)	8,019	7,369
Net transactions with parent	147	7,506	4,445	1,005	(10,168)	(10,864)
Inventories	303	475	781	804	695	(670)
Other assets	766	(160)	(1,668)	1,420	2,146	(2,037)
Accounts payable	(1,692)	1,423	945	(3,624)	3,725	995
Deferred revenue	5,572	8,247	1,309	3,225	(2,304)	4,955
Accrued and other liabilities	12,052	(20,982)	9,895	10,599	(949)	(7,570)
Net cash (used in) provided by operating activities	11,240	(19,655)	11,836	2,906	(5,372)	(16,208)
Cash flows from investing activities:						
Capital expenditures	(5,026)	(3,350)	(6,076)	(5,355)	(4,456)	(3,474)
Net cash provided by (used in) investing activities	(5,026)	(3,350)	(6,076)	(5,355)	(4,456)	(3,474)
Cash flows from financing activities:						
Net proceeds from IPO	-	-	-	-	(367)	99,971
Capital contributions from parent	-	-	-	-	(453)	10,000
Excess tax benefit from share-based payment	-	-	-	-	221	-
Net transactions with parent	-	(800)	-	-	-	-
Tax payments on restricted stock vesting	-	(1,224)	-	-	-	-
Net cash provided by (used in) financing activities	-	(2,024)	-	-	(599)	109,971
Net (decrease) increase in cash and cash equivalents	6,214	(25,029)	5,760	(2,449)	(10,427)	90,289
Cash and cash equivalents at beginning of the period	91,566	116,595	110,835	113,284	123,711	33,422
Cash and cash equivalents at end of the period	\$ 97,780	\$ 91,566	\$ 116,595	\$ 110,835	\$ 113,284	\$ 123,711