



Investor Presentation

Third Quarter Fiscal 2026



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This presentation contains non-GAAP financial measures, including free cash flow, which are financial measures that either exclude or include amounts that are not excluded or included in the most directly comparable measures calculated and presented in accordance with U.S. generally accepted accounting principles (“GAAP”) and other key operational metrics used by management to evaluate Rubrik’s business. These measures have limitations as an analytical tool and should not be considered in isolation, or as a substitute for the Company’s results as reported under GAAP. Because not all companies calculate non-GAAP financial information identically (or at all) or use the same methodology for certain key operational metrics, the presentations herein may not be comparable to other similarly titled measures used by other companies. The Company’s presentation of such measures, which may include adjustments to exclude unusual or non-recurring items, should not be construed as an inference that the Company’s future results will be unaffected by other unusual or non-recurring items. Further, such non-GAAP financial information of the Company should be considered in addition to, and not as superior to or as a substitute for, the historical consolidated financial statements of the Company prepared in accordance with GAAP. See the appendix for a reconciliation of the non-GAAP financial measures used in this presentation to the most directly comparable GAAP financial measure and for descriptions of certain of our key operational metrics.

Our Mission

We secure and accelerate the
world's AI transformation.



**Cyberattacks are inevitable.
Prevention & detection are not enough.**

Cyber Resilience = AI Resilience

Our Platform Delivers Exceptional Customer Outcomes

Cyber Resilience

Fast cyber recovery with
Preemptive Recovery Engine

True Platform

One platform to manage
Enterprise, Cloud, Unstructured Data,
SaaS, and Identity Providers

Multi-Product Offerings

Data + Security + AI =
Critical commercial solutions

... and Gives Us a Business Advantage

\$1.35 Billion

Subscription ARR +34% Y/Y¹



Partner of the Year²



Partner of the Year³

>80 NPS⁴

Top 1% of Enterprise Software Companies⁵

1. Data as of Q3 FY 2026. FYE January 31. Please see Appendix for description of Subscription ARR.
2. Healthcare and Life Sciences Category
3. Infrastructure Modernization Category
4. 2023 Customer Relationship Management Institute LLC.
5. Rubrik ranked in the 100th percentile (Delighted by Qualtrics)

Cyber Resilience Across Data + Identity

Enterprise On-premises



Cloud



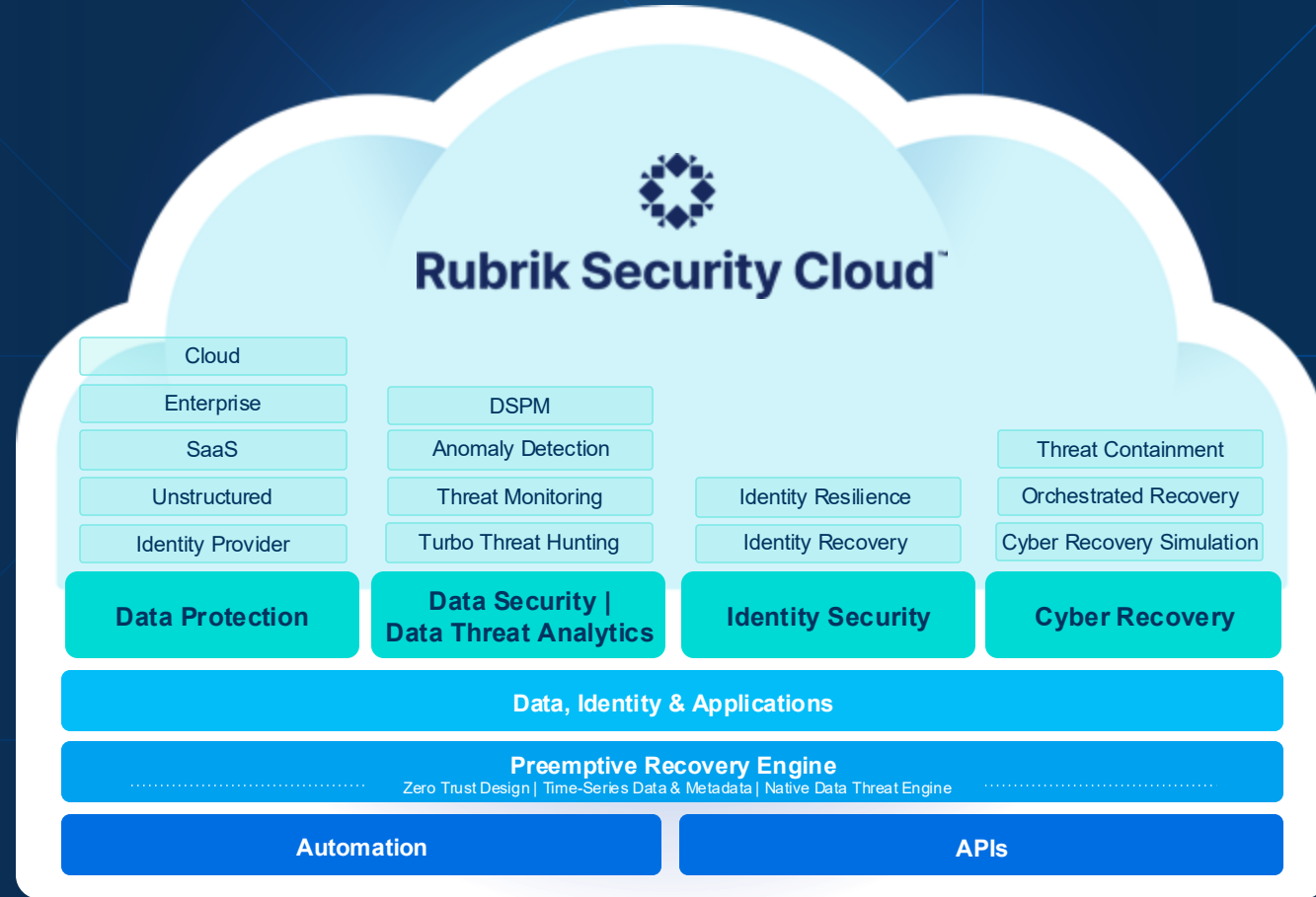
SaaS



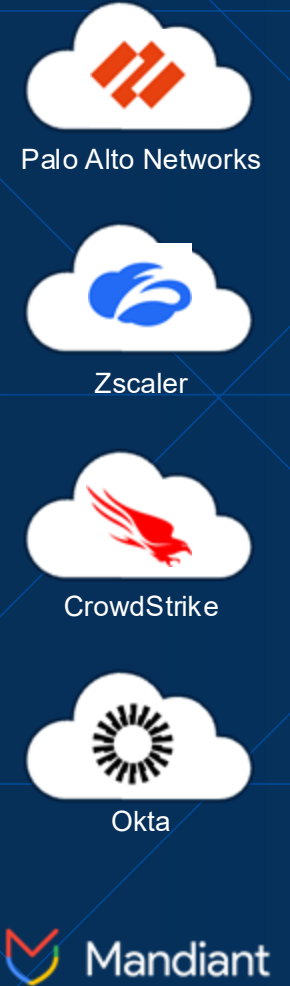
Unstructured Data



Identity Providers



CYBER INTEGRATIONS



Our Cloud Innovation Solves Key Customer Challenges

Cyberattacks Target Cloud

Comprehensive Cyber Resilience

- Rapid cyber recovery times
- DevOps Protection to secure mission-critical data from cyberattacks
- Built-in Turbo Threat Hunting to scan 75,000 files in <60 seconds
- Google Threat Intelligence and Mandiant threat feed for proactive threat detection
- DSPM to classify sensitive data, manage data risk, and manage sensitive data access

Code to Cloud Cyber Resilience

Multi-Cloud Leads to Complexity

Multi-Cloud Operational Simplicity

- Single pane to manage IaaS, PaaS, SaaS, with uniform orchestration of data security policies
- Cloud coverage across hyperscalers
- Purpose-built technology to secure cloud databases (AWS RDS and DynamoDB)



Platform approach to eliminate multi-cloud complexity

Cloud Bloats Costs

Cloud Cost Savings

- Unique, patent-pending Smart Tiering technology drives significant cloud cost savings

Managing cloud spend remains critical customer challenge

We're Leading the Charge in Identity Resilience

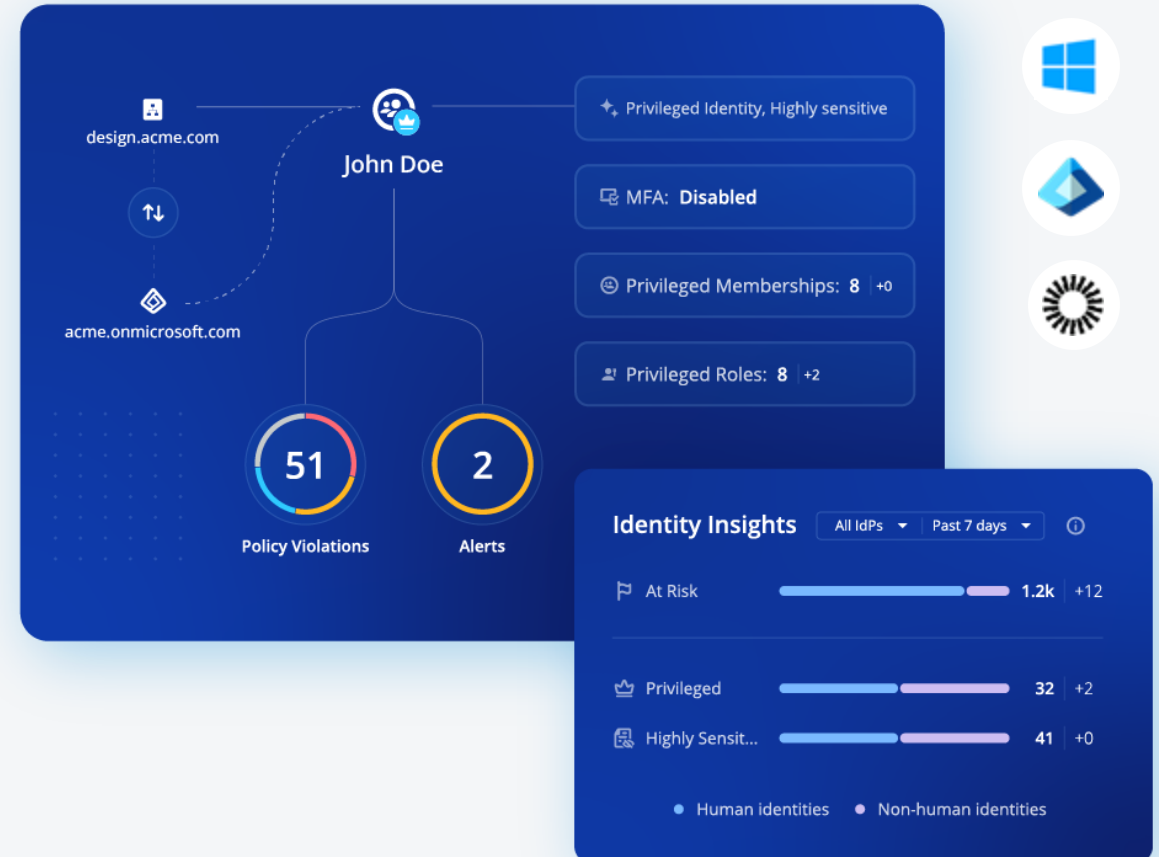
Attackers don't break in. They log in.

90% of IT and security leaders agree identity-driven cyberattacks are the single largest threat¹

Rubrik's Identity Resilience delivers:

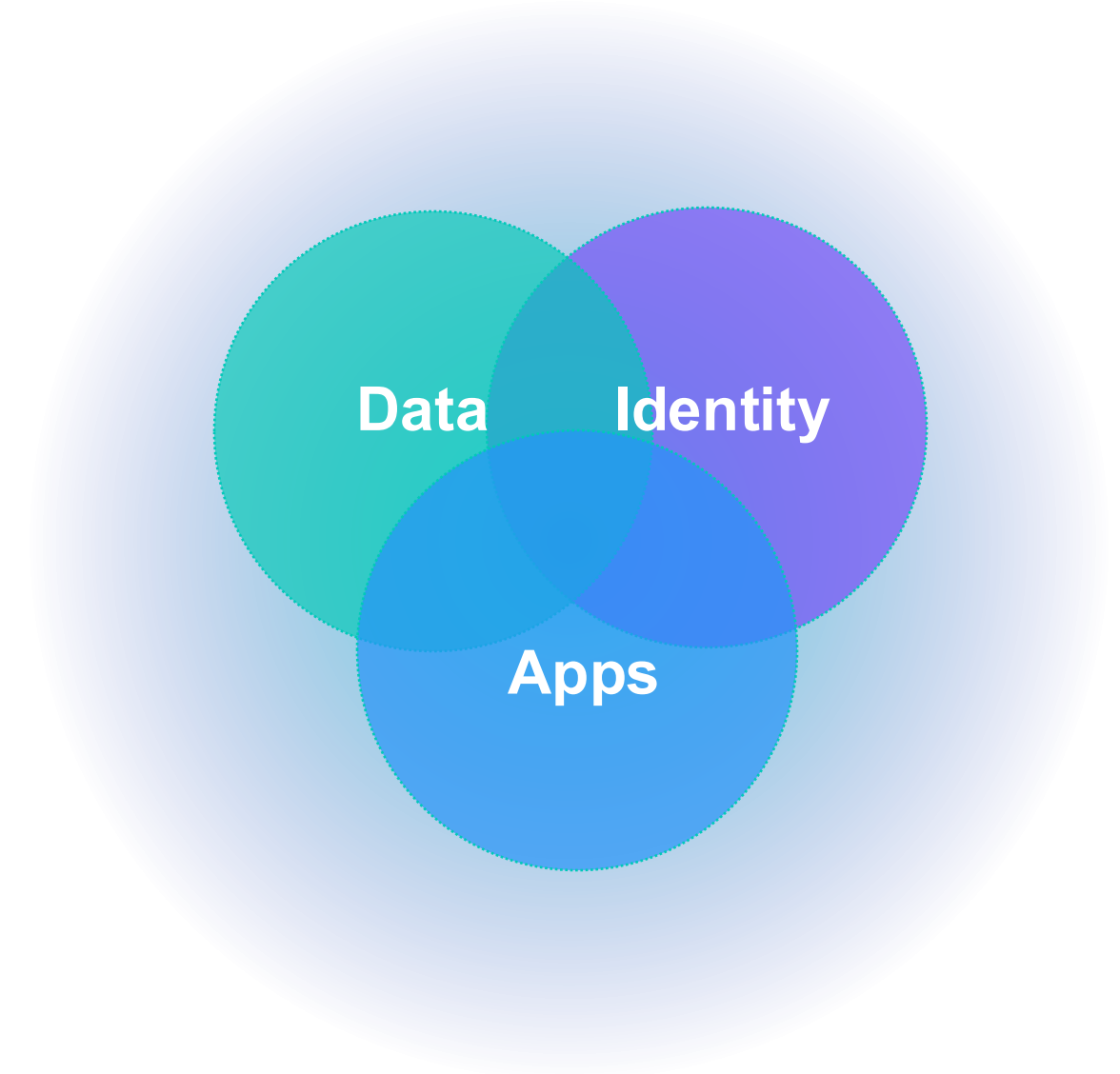
- Orchestrated identity recovery across AD, Entra ID, and Okta across hybrid cloud
- Posture and hygiene monitoring for human and non-human identities
- Risk-driven remediation to prevent compromise
- Monitoring and alerting on malicious changes to identity providers with rollback

Secure your identity infrastructure before, during, and after an attack.

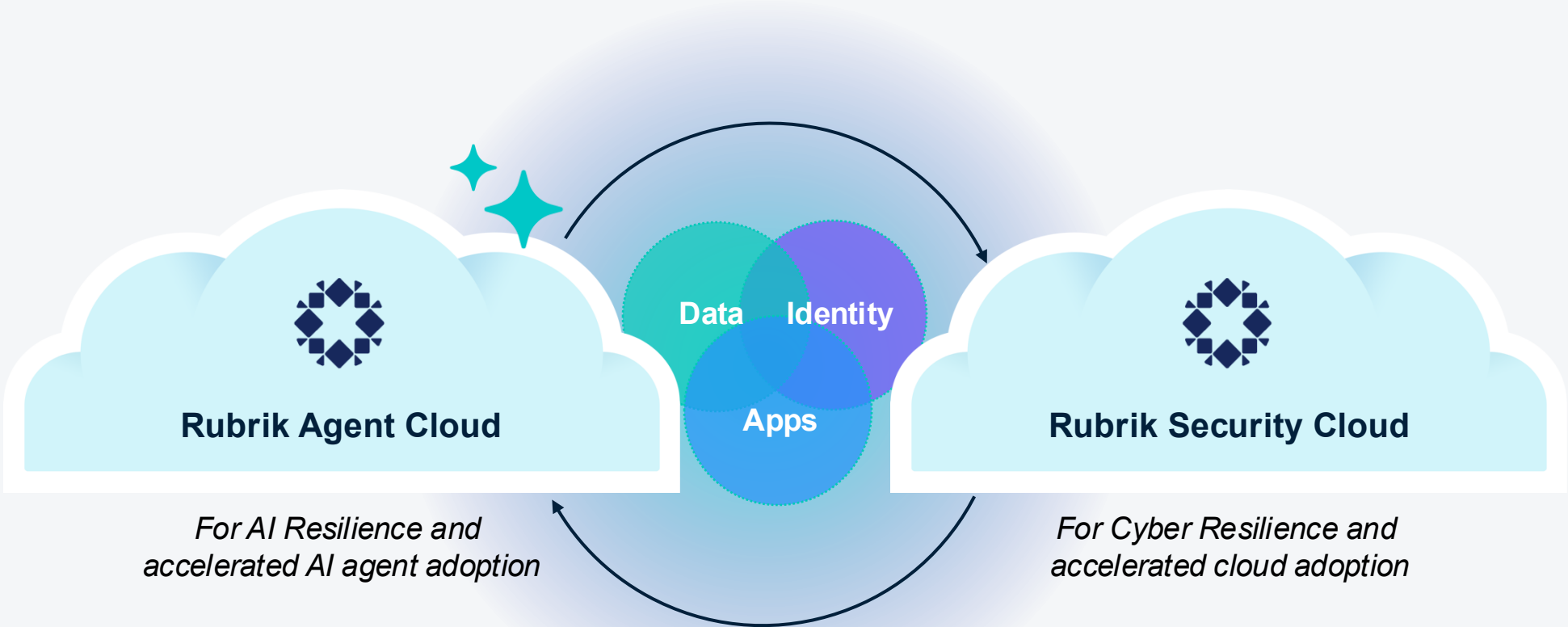


1. Rubrik Zero Labs, The State of Data Security in 2025: A Distributed Crisis (survey conducted by Wakefield Research)

We understand the critical components to AI readiness.



Two Complementary Product Suites – Built on the Same Platform



Rubrik Agent Cloud

Built to Accelerate AI Agent Adoption



Agent Operations Platform Early Access

VISIBILITY

Agent Inventory

MONITOR & VALIDATE

Agent Guardrails | Policy Enforcement

REMEDiate & REWIND

Agent Rewind

Across Enterprise, Cloud, SaaS

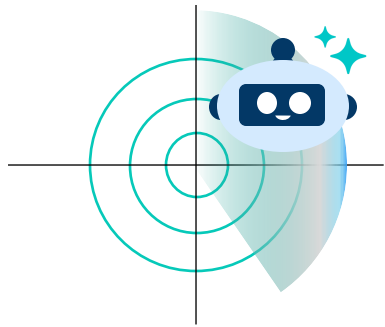
DATA

IDENTITY



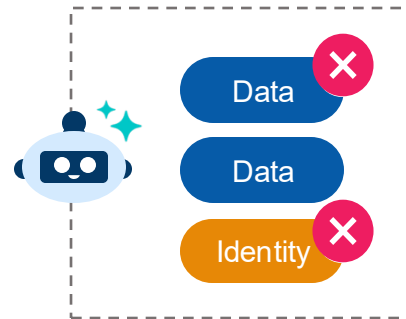
Rubrik Agent Cloud is Built to Accelerate Agent Adoption

Gain Visibility



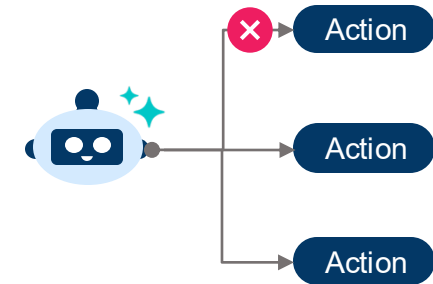
What agents do I have and what are they doing?

Monitor & Validate



What data is accessed? What identities are assumed? Are agents operating within the set guardrails?

Remediate & Rewind



When agents go awry, can I undo?

The Security and AI Operations Company



Financial Overview

High Growth Subscription Business at Scale

\$1,347M

Subscription ARR

34% YoY

\$1,175M

Cloud ARR

53% YoY

> 120%

Average Subscription
Dollar-Based NRR

2,638

Customers with \$100K+
in Subscription ARR

83%

Non-GAAP Gross Margin²

>80

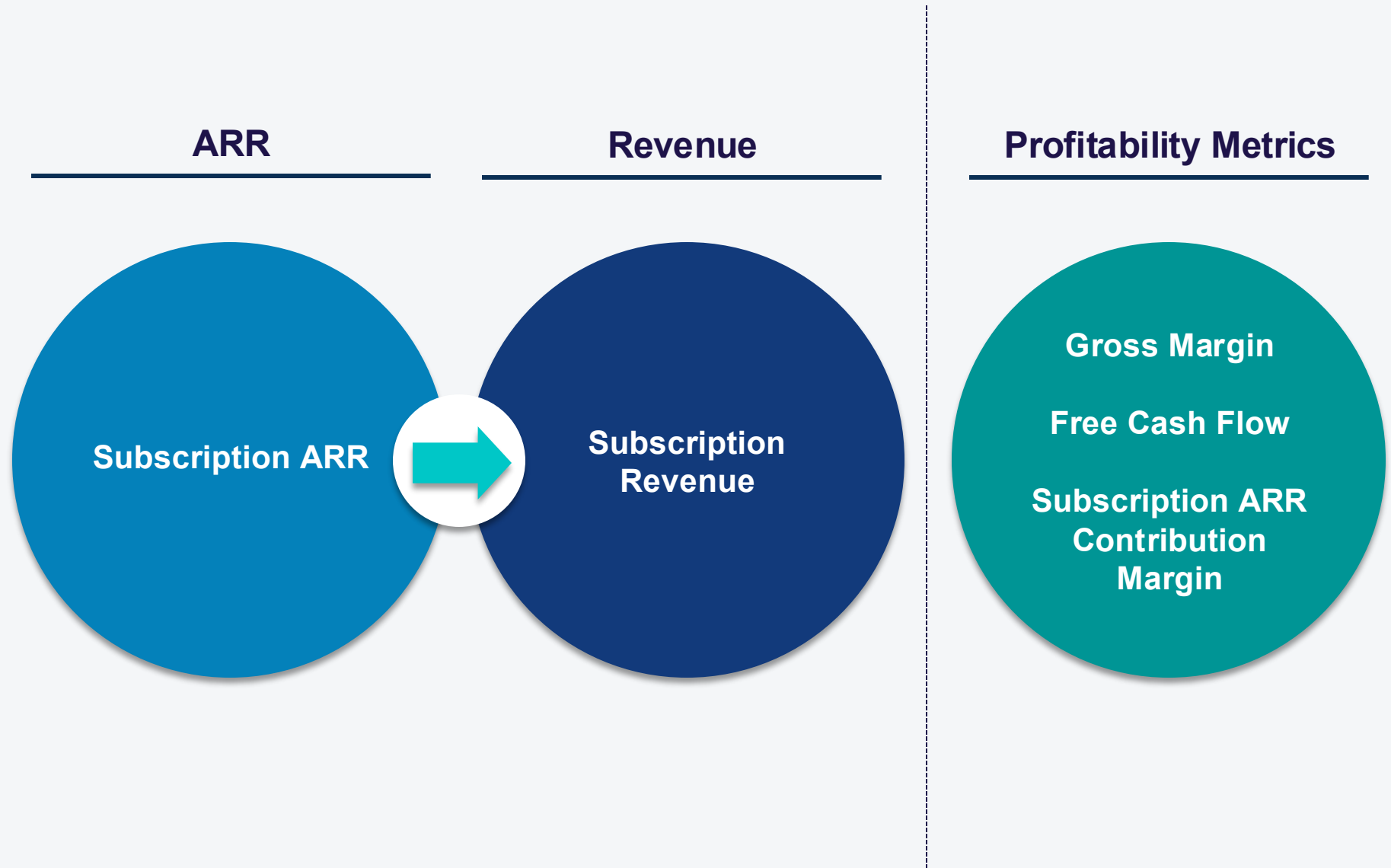
Net Promoter Score¹

Note: Numbers are rounded for presentation purposes. Except as noted, data as of Q3 FY 2026. FYE January 31. Please see Appendix for description of Subscription ARR, Cloud ARR, Average Subscription Dollar-Based NRR, and Customers with \$100k or More in Subscription ARR.

1. 2025 Customer Relationship Management Institute LLC.

2. Please see Appendix for reconciliation of non-GAAP metrics to most comparable GAAP metrics.

Our Business Model



Rapid Subscription ARR Growth at Scale

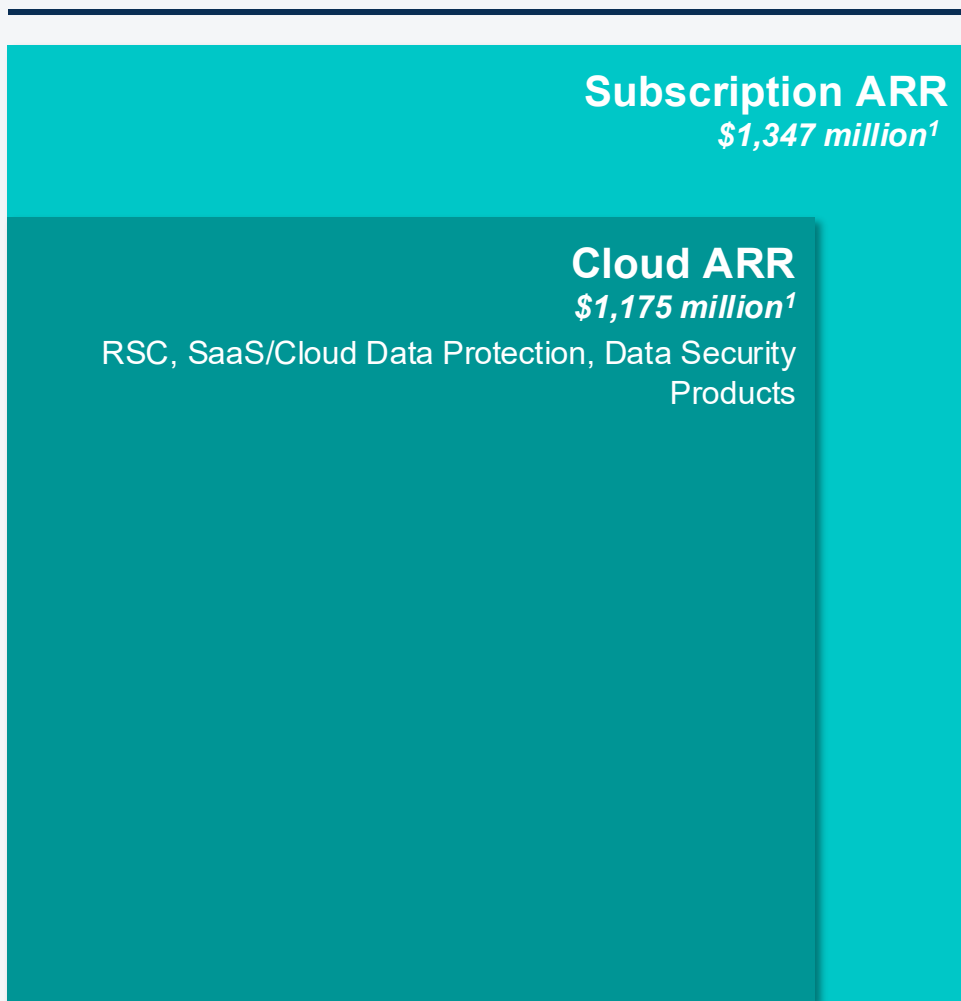


Subscription ARR

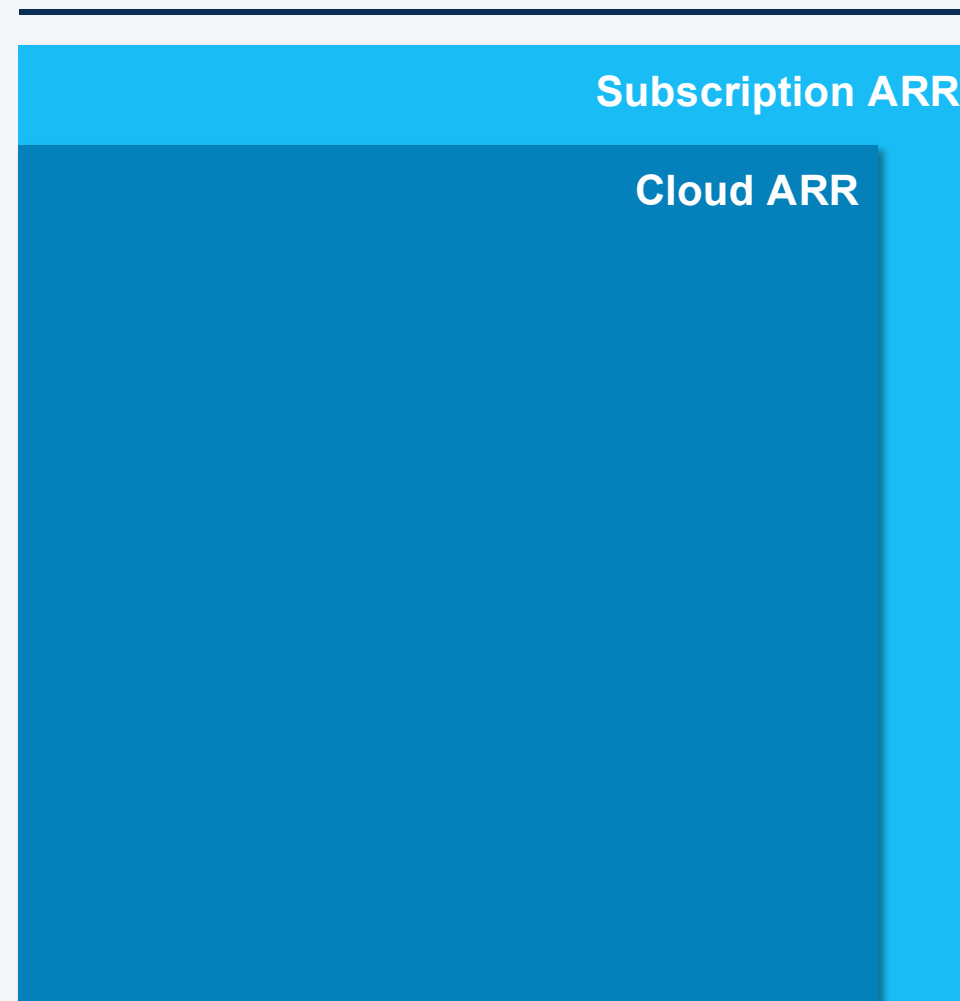
**34%
YoY Growth¹**
*(~1 pt benefit from
subscription transition)*

Subscription ARR and Cloud ARR Overview

Today



Targeted Future Model²



Note: FYE January 31. Please see Appendix for description of Subscription ARR and Cloud ARR.

1. Data as of October 31, 2025.

2. Not to scale.

Drivers of ARR Growth: Landing...

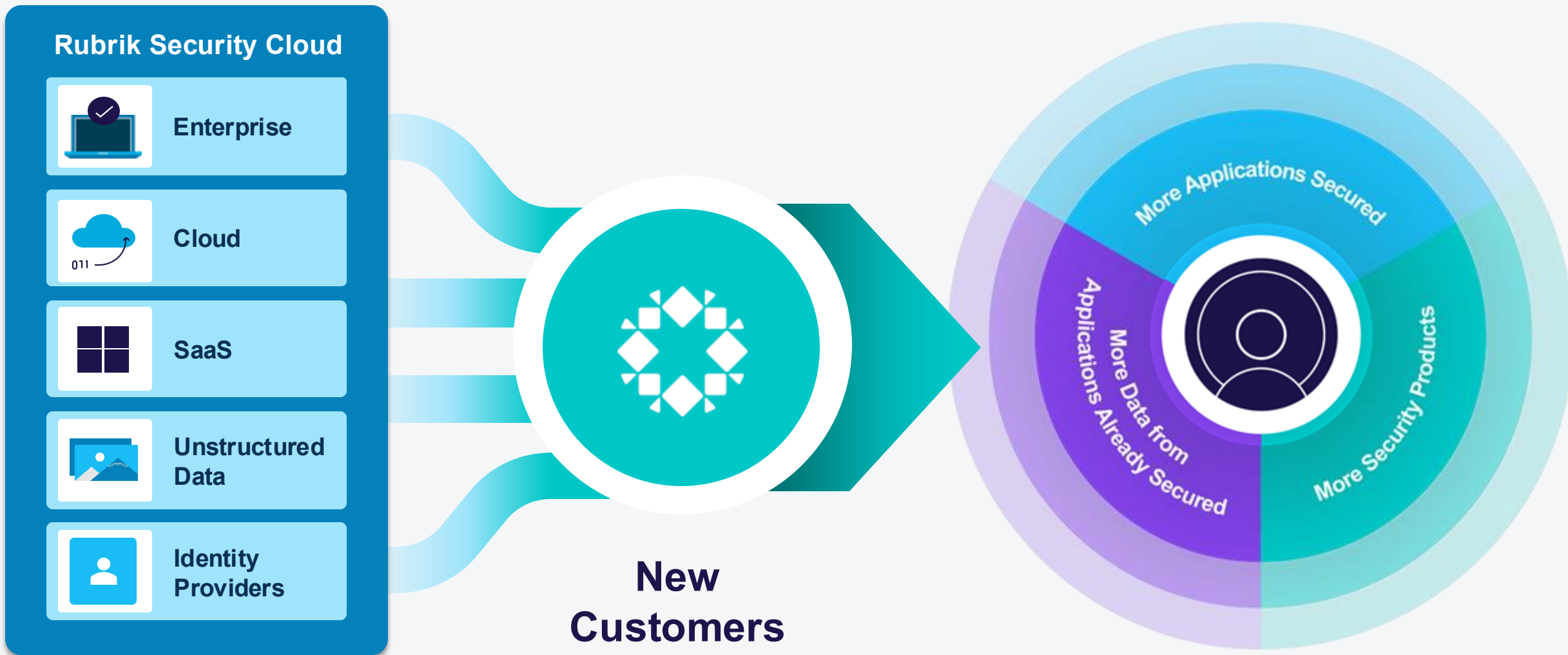


...Expanding and Extending...



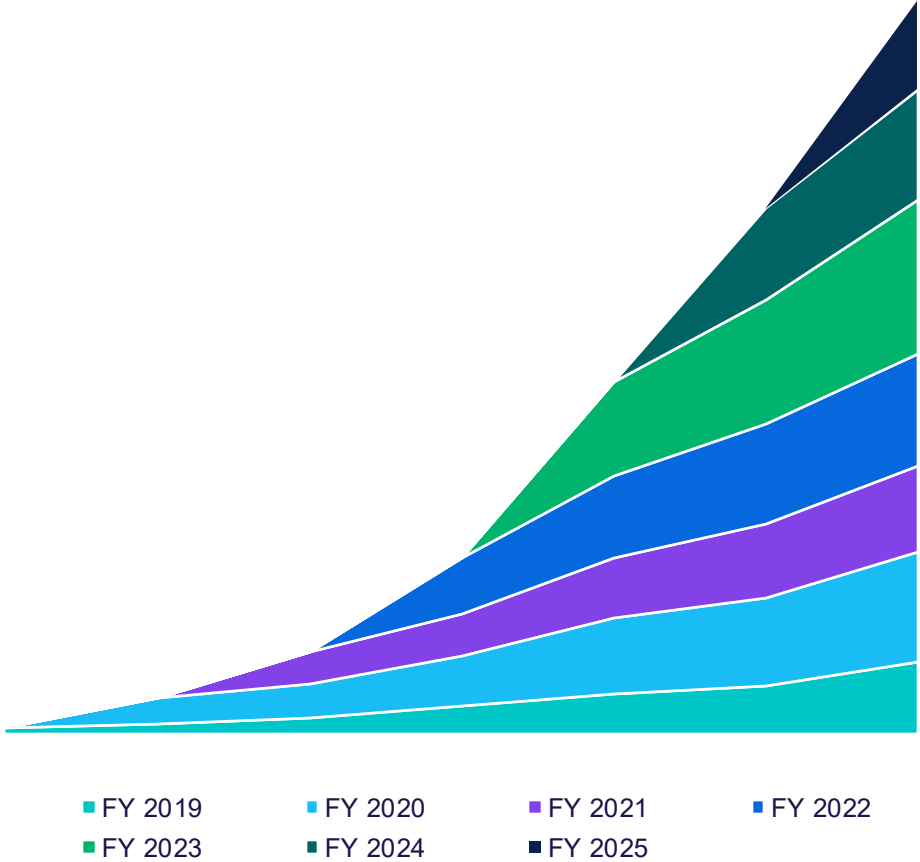
...Expanding and Extending...

> **120%** Average Subscription Dollar-Based NRR

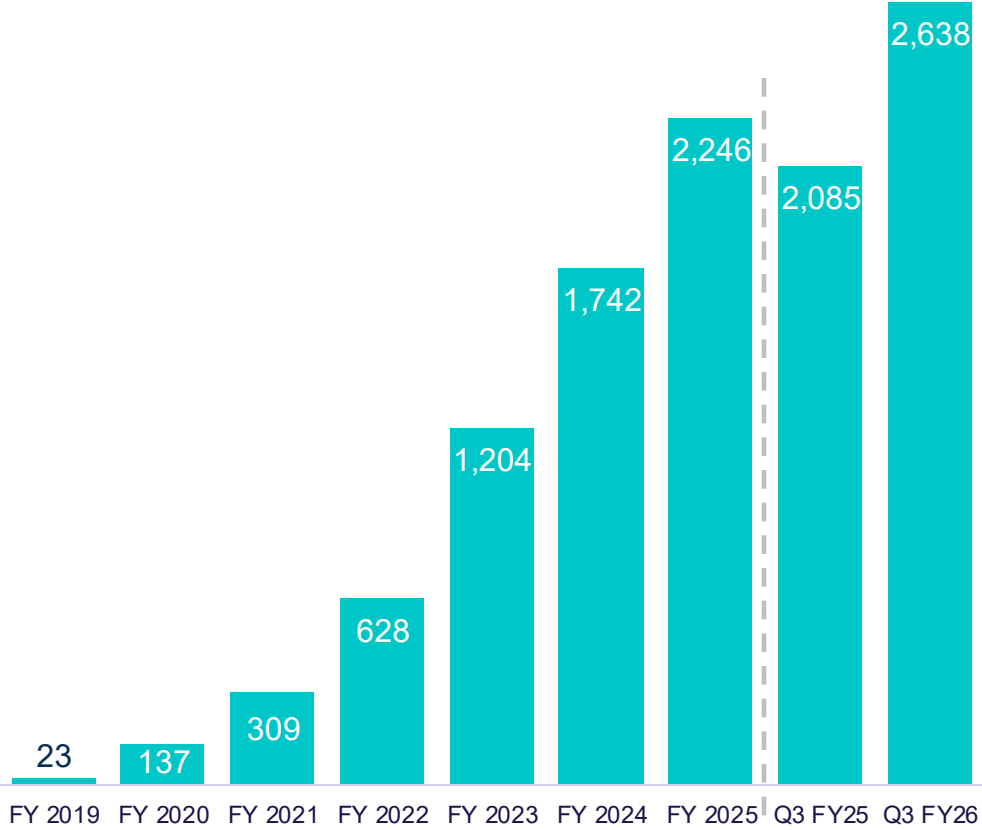


Strong Customer Growth and Expansion

Subscription ARR Cohort Analysis



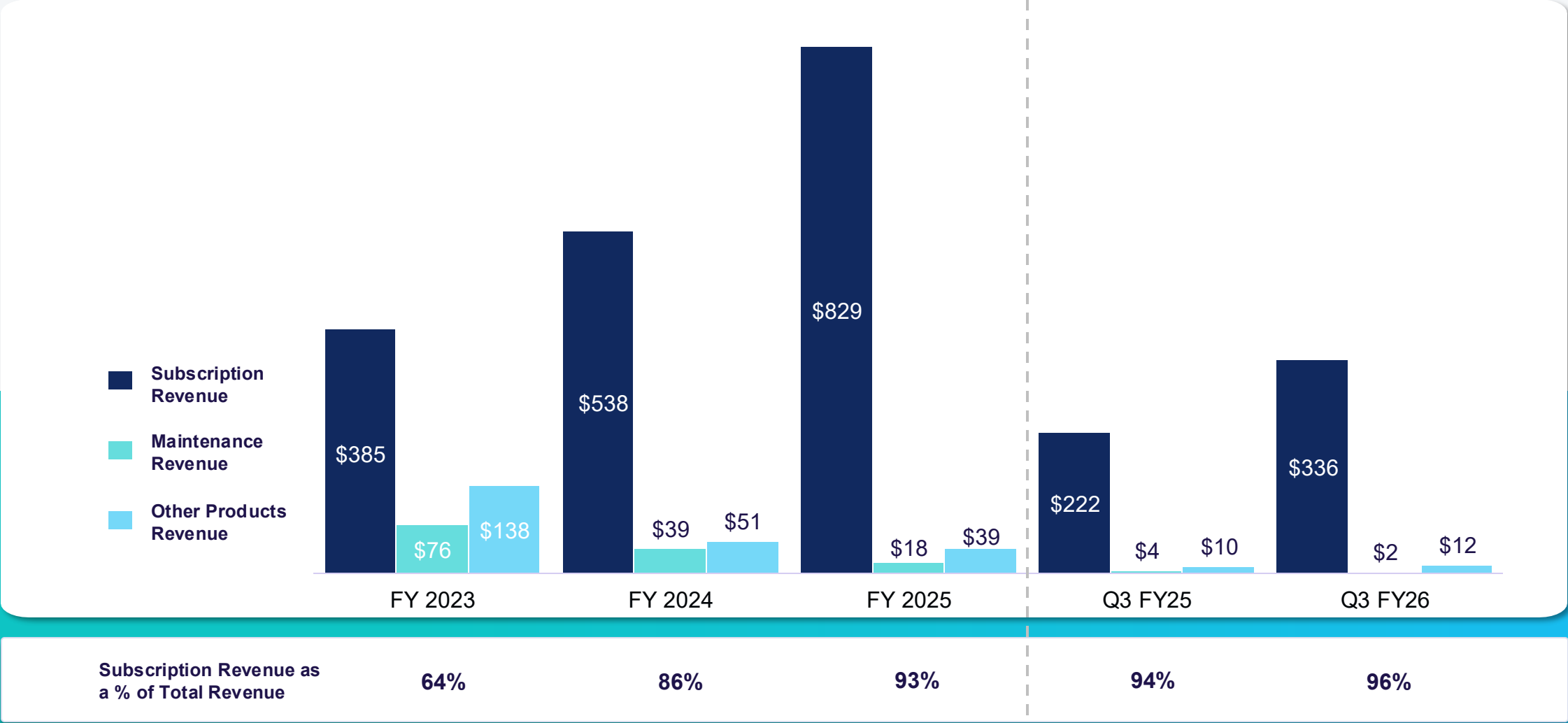
Customers with \$100k or More in Subscription ARR



Note: FYE January 31. Data as of January 31, 2025 for Cohort Analysis. Please see Appendix for description of Subscription ARR and Customers with \$100k or More in Subscription ARR.

Subscription Revenue Driving Revenue Mix Shift

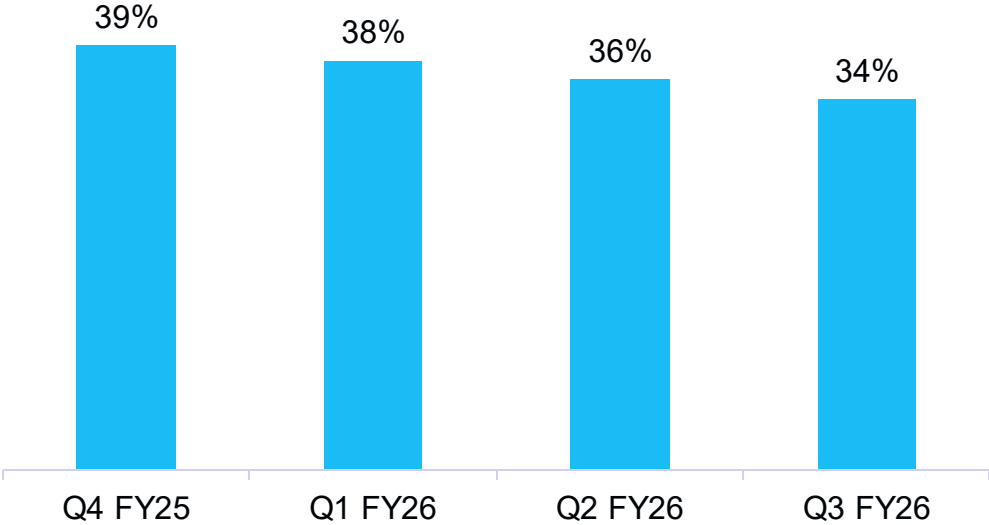
\$ in Millions



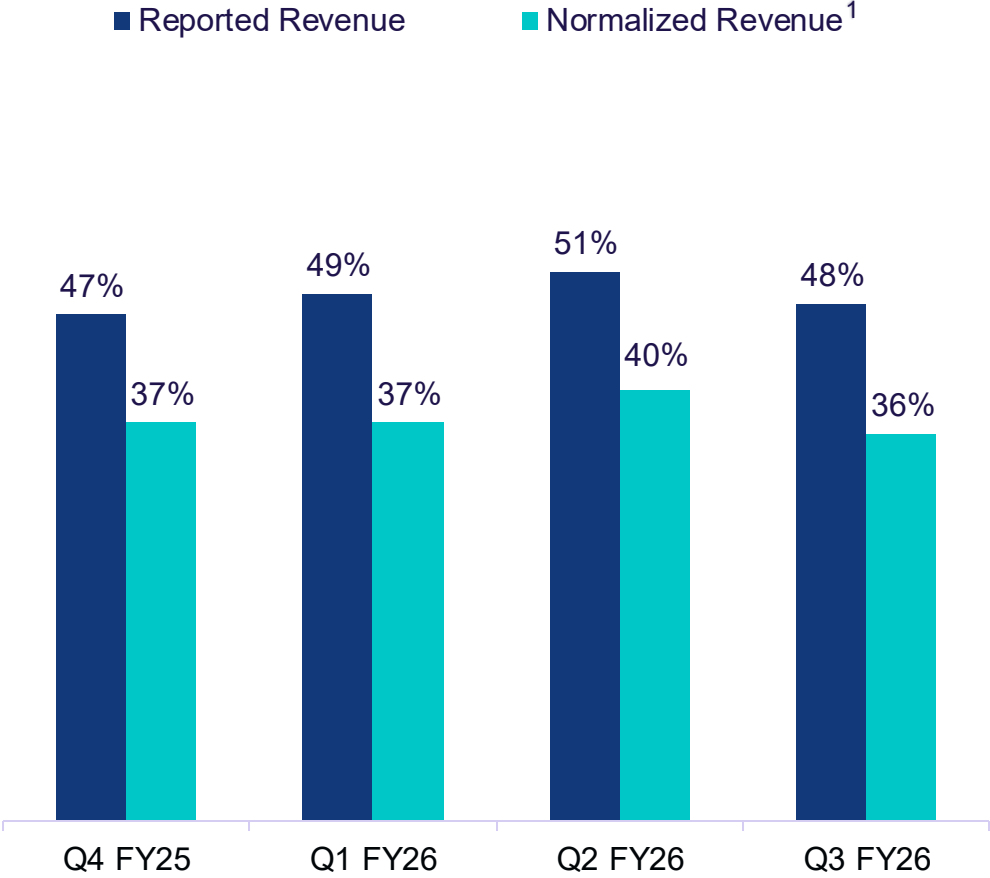
Note: FYE January 31.

Strong Top-Line Growth

Subscription ARR, Year-Over-Year Growth



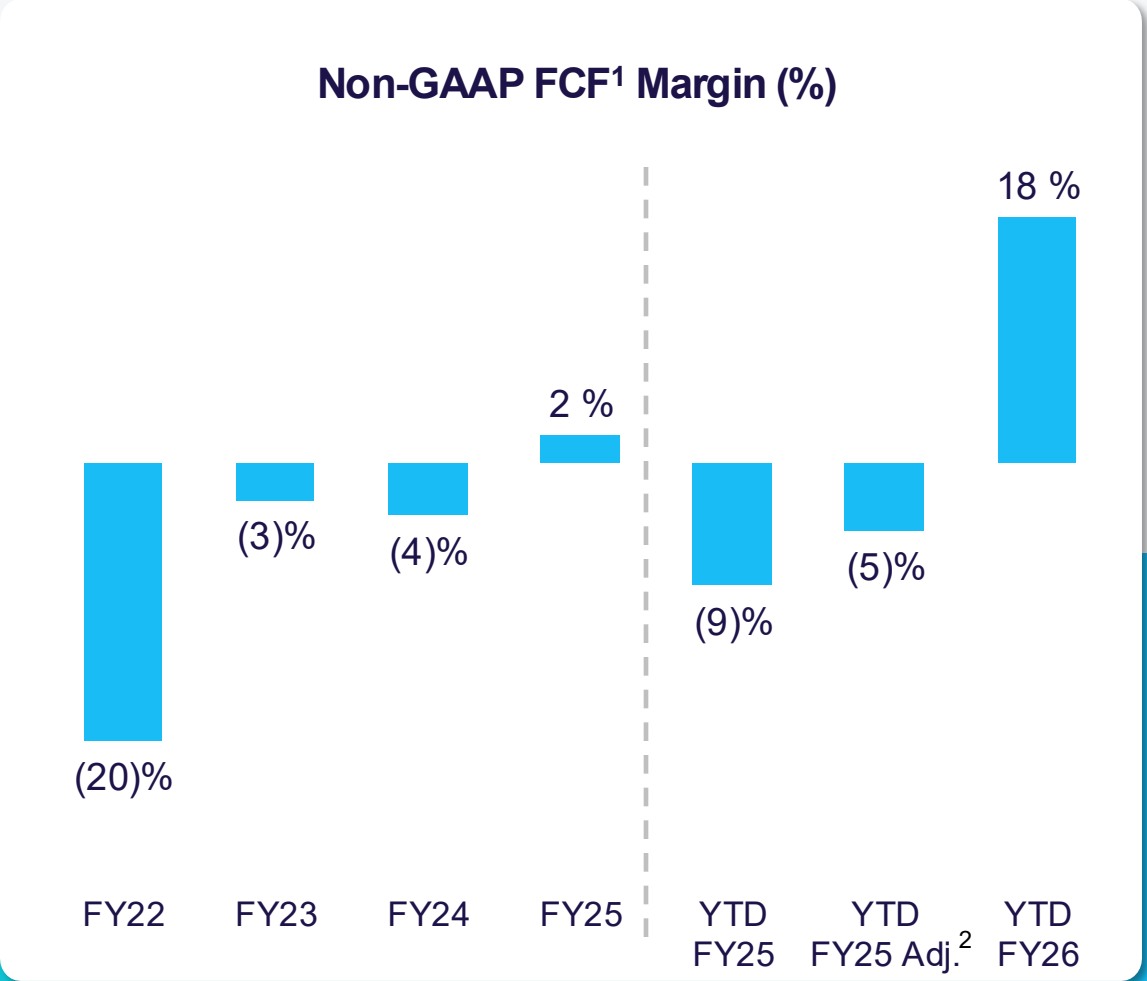
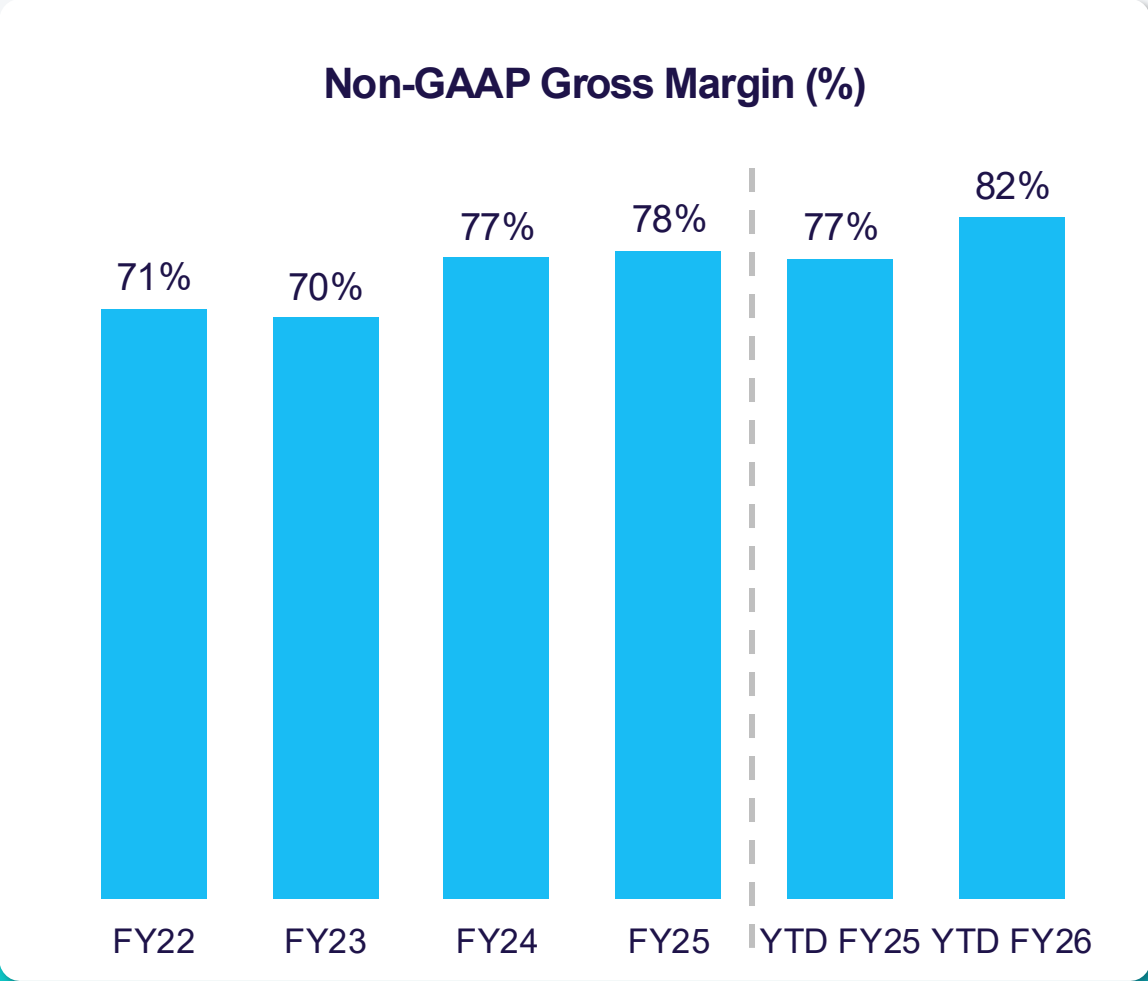
Revenue, Year-Over-Year Growth



Note: FYE January 31.

1. We define normalized revenue as revenue excluding impact related to material rights, i.e., the negative impact prior to Q4 FY25 and the positive impact in Q4 FY25 onwards.

Strong Non-GAAP Gross Margin And Positive Free Cash Flow

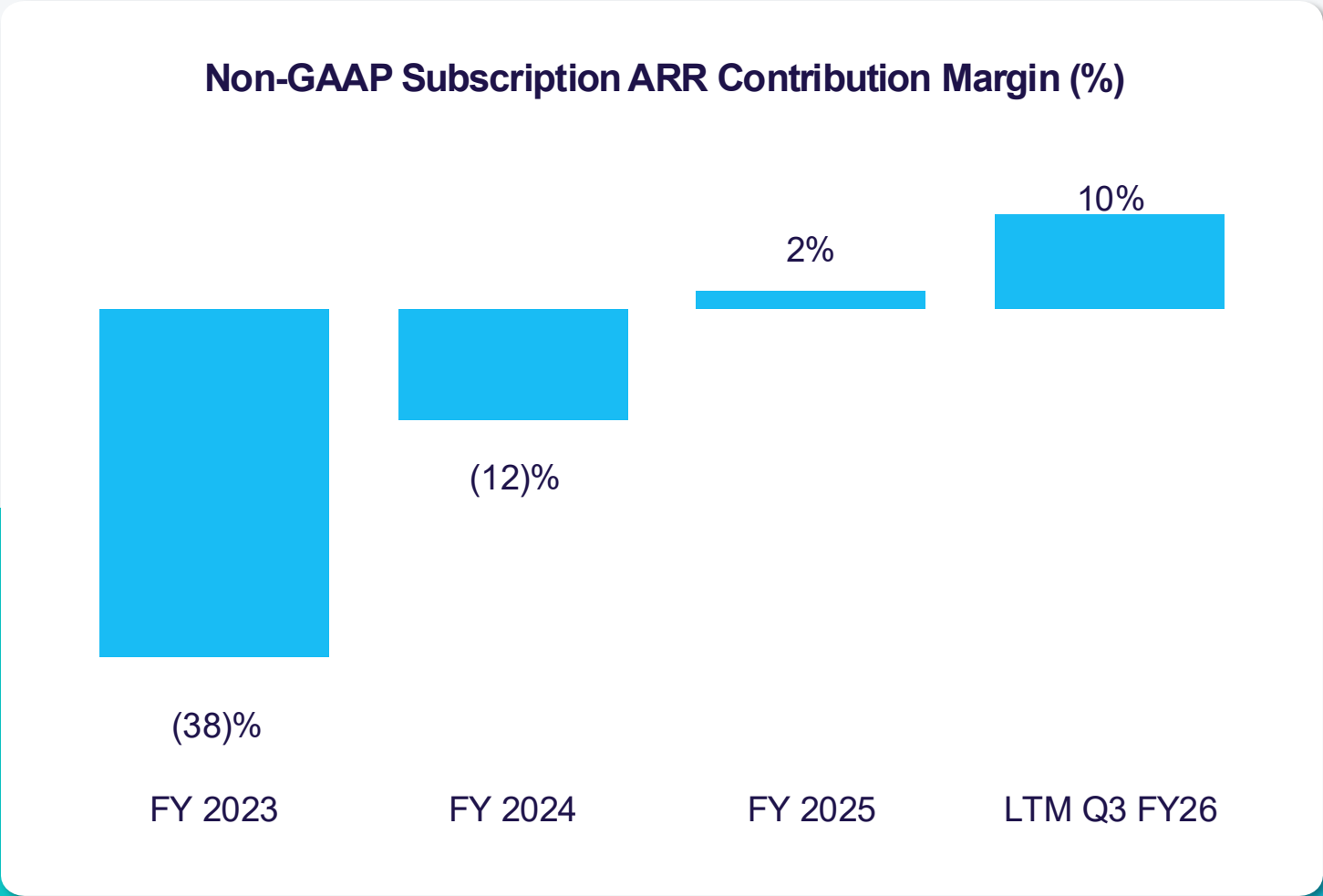


Note: FYE January 31. Please see Appendix for reconciliation of non-GAAP metrics to most comparable GAAP metrics.

1. FCF calculated as net cash provided by (used in) operating activities less Purchase of Property & Equipment and Capitalized Internal-Use Software.

2. Adjusted for \$23 million paid in 1H FY 2025 for employer payroll taxes associated with the initial public offering.

Operating Leverage Continues to Improve with Scale & Efficiency



Subscription ARR

- (-) LTM Non-GAAP Subscription Cost of Revenue
- (-) LTM Non-GAAP Operating Expenses

Subscription ARR Contribution Margin

Better indicator of operating leverage during Cloud transformation

Q4 FY26 and FY26 Guidance

	Q4 FY2026	FY2026
Subscription ARR		\$1,439M-\$1,443M
Total Revenue	\$341M-\$343M	\$1,280M-\$1,282M
Subscription ARR Contribution Margin¹	~9.0%	~9.0%
Non-GAAP EPS	\$(0.12) – \$(0.10)	\$(0.20) – \$(0.16)
Weighted Average Shares Outstanding	201M	197M
Free Cash Flow		\$194M – \$202M

Note: FYE January 31st. Please see Appendix for description of Subscription ARR, Subscription ARR Contribution Margin and non-GAAP financial measures.

A reconciliation of non-GAAP guidance measures to corresponding GAAP measures is not available on a forward-looking basis without unreasonable effort due to the uncertainty of expenses that may be incurred in the future, although it is important to note that these factors could be material to Rubrik's results computed in accordance with GAAP. For example, stock-based compensation-related charges, including employer payroll tax-related items on employee stock transactions, are impacted by the timing of employee stock transactions, the future fair market value of Rubrik's Class A common stock, and Rubrik's future hiring and retention needs, all of which are difficult to predict and subject to constant change.

Additional Modeling Points

Revenue

Material Rights

- Non-recurring revenue related to material rights added ~\$25 million in revenue in Q3 FY26. We expect ~\$16 million in non-recurring revenue related to material rights in Q4 FY26 compared to a contribution of ~\$7 million in Q4 FY25.
- Prior to Q4 FY25, material rights was a headwind to revenue growth. The material right headwind to revenue for the full year FY25 was ~\$9 million.
- We expect a total contribution of ~\$68 million in non-recurring revenue related to material rights in FY26. Normalizing for material rights, our FY26 guidance implies revenue growth of ~35% Y/Y.

Fiscal 2027

- In fiscal 2027, dynamics related to our successful cloud transformation and a substantial reduction in material rights revenue will represent a headwind to our reported revenue growth.
- As a result, we anticipate that revenue growth on a reported basis will lag Subscription ARR growth by a few percentage points in FY27, primarily due to headwinds from material rights. Normalized revenue growth will be ahead of Subscription ARR growth.

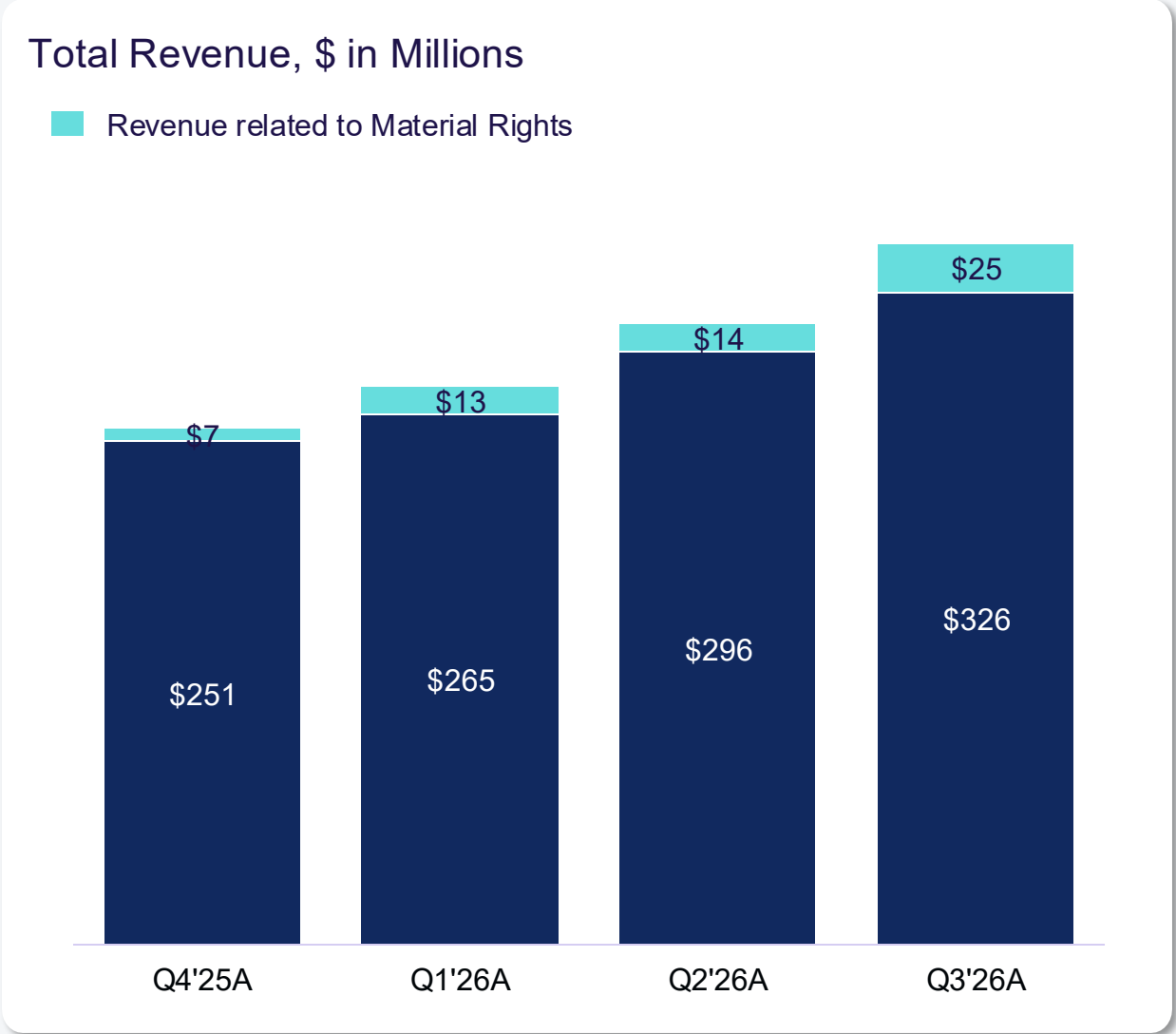
Seasonality: Subscription ARR Seasonality

- For FY27, we expect to see ~40% of net new Subscription ARR in the first half and ~60% in the second half as we enter our second year of annual sales compensation plans.
- We expect Q1 FY27 to contribute ~21-24% of full year net new Subscription ARR.

Seasonality: Subscription ARR Contribution Margin

- For FY27, we expect Q1 subscription ARR contribution margin will be down QoQ from Q4 FY26 due to the timing of expenses. We expect subscription ARR contribution margin will move lower sequentially in Q2 before moving higher sequentially in Q3 and Q4.

Material Rights Contribution to Revenue: Last 4 Quarters



Appendix

Key Business Metrics Glossary

Subscription ARR

Subscription ARR is calculated as the annualized value of our active subscriptions as of the measurement date, based on our customers' total contract value, and assuming any contract that expires during the next 12 months is renewed on existing terms. Subscriptions include offerings for our RSC platform and related data security SaaS solutions, term-based licenses for our RSC-Private platform and related products, prior sales of CDM sold as a subscription term-based license with associated support and related SaaS products, and standalone sales of our SaaS subscription products like Anomaly Detection and Sensitive Data Monitoring. We believe Subscription ARR illustrates our success in acquiring new subscription customers and maintaining and expanding our relationships with existing subscription customers.

Cloud ARR

Cloud ARR is calculated as the annualized value of our active cloud-based subscriptions as of the measurement date, based on our customers' total contract value, and assuming any contract that expires during the next 12 months is renewed on existing terms. Our cloud-based subscriptions include RSC and RSC-Government (excluding RSC-Private). Cloud ARR also includes SaaS subscription products like Anomaly Detection and Sensitive Data Monitoring, which are sold standalone or with prior sales of term-based license offerings of CDM. We believe that Cloud ARR provides important information on new and existing customers purchasing new RSC subscription offerings and existing subscription term-based license customers renewing with RSC subscription offerings.

Average Subscription Dollar-Based NRR

Our subscription dollar-based net retention rate compares our Subscription ARR from the same set of subscription customers across comparable periods. We calculate our subscription dollar-based net retention rate by first identifying subscription customers (the "Prior Period Subscription Customers"), which were subscription customers at the end of a particular quarter (the "Prior Period"). We then calculate the Subscription ARR from these Prior Period Subscription Customers at the end of the same quarter of the subsequent year (the "Current Period"). This calculation captures upsells, contraction, and attrition since the Prior Period. We then divide total Current Period Subscription ARR by the total Prior Period Subscription ARR for Prior Period Subscription Customers. Our subscription dollar-based net retention rate in a particular quarter is obtained by averaging the result from that particular quarter with the corresponding results from each of the prior 3 quarters.

Customers with \$100k or More in Subscription ARR

Represents count of active customers at the end of the period with \$100,000 or more in Subscription ARR.

Revenue related to Material Rights

Rubrik offered subscription credits for RSC to qualified customers with Refresh Rights in exchange for relinquishing their rights to next-generation Rubrik appliances at no cost. These customer options are considered material rights. Our revenue fluctuates when qualified customers exercise or forfeit their Subscription Credits upon expiration date. Revenue related to material rights is non-recurring.

Explanation of Non-GAAP Financial Measures

Free Cash Flow

Rubrik defines free cash flow as net cash provided by (used in) operating activities less cash used for purchases of property and equipment and capitalized internal-use software. Free cash flow margin is calculated as free cash flow divided by total revenue. Rubrik believes free cash flow is a helpful indicator of liquidity that provides information to management and investors about the amount of cash generated or used by Rubrik's operations that, after the investments in property and equipment and capitalized internal-use software, can be used for strategic initiatives, including investing in Rubrik's business and strengthening its financial position. One limitation of free cash flow is that it does not reflect Rubrik's future contractual commitments and may fluctuate due to the timing of cash payments received from our customers and payments relative to expenses. Additionally, free cash flow is not a substitute for cash used in operating activities and the utility of free cash flow as a measure of Rubrik's liquidity is further limited as it does not represent the total increase or decrease in Rubrik's cash balance for a given period.

Non-GAAP Subscription Cost of Revenue

Rubrik defines non-GAAP subscription cost of revenue as subscription cost of revenue, adjusted for amortization of acquired intangibles, stock-based compensation expense, and stock-based compensation from amortization of capitalized internal-use software.

Non-GAAP Gross Margin

Rubrik defines non-GAAP gross margin as non-GAAP gross profit as a percentage of total revenue.

Non-GAAP Operating Expenses (Research and Development, Sales and Marketing, General and Administrative)

Rubrik defines non-GAAP operating expenses as operating expenses (research and development, sales and marketing, general and administrative), adjusted for, as applicable, stock-based compensation expense.

Subscription Annual Recurring Revenue ("ARR") Contribution Margin

Rubrik defines Subscription ARR Contribution Margin as Subscription ARR contribution divided by Subscription ARR at the end of the period. Rubrik defines Subscription ARR Contribution as Subscription ARR at the end of the period less: (i) non-GAAP subscription cost of revenue and (ii) non-GAAP operating expenses for the prior 12-month period ending on that date. Rubrik believes that Subscription ARR Contribution Margin is a helpful indicator of operating leverage. One limitation of Subscription ARR Contribution Margin is that the factors that impact Subscription ARR will vary from those that impact subscription revenue and, as such, may not provide an accurate indication of Rubrik's actual or future GAAP results. Additionally, the historical expenses in this calculation may not accurately reflect the costs associated with future commitments.

Non-GAAP Net Loss Per Share, Basic and Diluted

Rubrik defines non-GAAP net income (loss) per share, basic and diluted as non-GAAP net income (loss) divided by the weighted-average number of shares of common stock outstanding during the period.

GAAP to Non-GAAP Reconciliation

Gross Profit (\$ in thousands)

	FY 2023	FY 2024	FY 2025	Q3 FY25	Q3 FY26
GAAP Gross Profit	\$ 417,805	\$ 482,930	\$ 620,796	\$ 180,032	\$ 282,029
Amortization of Acquired Intangibles	822	1,676	3,673	923	2,398
Stock-based Compensation Expense	514	216	67,314	6,074	5,110
Non-GAAP Gross Profit	\$ 419,141	\$ 484,822	\$ 691,783	\$ 187,029	\$ 289,937
GAAP Gross Profit Margin	70%	77%	70%	76%	81%
Non-GAAP Gross Profit Margin	70%	77%	78%	79%	83%
<i>Memo: Revenue</i>	\$ 599,819	\$ 627,892	\$ 886,544	\$ 236,178	\$ 350,166

GAAP to Non-GAAP Reconciliation

Operating Expenses (\$ in thousands)

	FY 2023	FY 2024	FY 2025	Q3 FY25	Q3 FY26
GAAP Research & Development Expense	\$ 175,057	\$ 206,527	\$ 531,615	\$ 80,050	\$ 97,581
Stock-based Compensation Expense	(3,044)	(3,590)	(297,051)	(23,088)	(29,135)
Non-GAAP Research & Development Expense	\$ 172,013	\$ 202,937	\$ 234,564	\$ 56,962	\$ 68,446
<i>% of Revenue</i>	29%	32%	26%	24%	20%
GAAP Sales & Marketing Expense	\$ 417,542	\$ 482,532	\$ 867,518	\$ 158,907	\$ 193,151
Stock-based Compensation Expense	(2,399)	(1,313)	(330,443)	(27,468)	(29,818)
Non-GAAP Sales & Marketing Expense	\$ 415,143	\$ 481,219	\$ 537,075	\$ 131,439	\$ 163,333
<i>% of Revenue</i>	69%	77%	61%	56%	47%
GAAP General & Administrative Expense	\$ 86,754	\$ 100,377	\$ 355,695	\$ 65,862	\$ 66,780
Stock-based Compensation Expense	(1,284)	(749)	(219,378)	(36,016)	(18,701)
Non-GAAP General & Administrative Expense	\$ 85,470	\$ 99,628	\$ 136,317	\$ 29,846	\$ 48,079
<i>% of Revenue</i>	14%	16%	15%	13%	14%

GAAP to Non-GAAP Reconciliation

Loss from Operations (\$ in thousands)

	FY 2023	FY 2024	FY 2025	Q3 FY25	Q3 FY26
GAAP Loss from Operations	\$ (261,548)	\$ (306,506)	\$ (1,134,032)	\$ (124,787)	\$ (75,483)
Amortization of Acquired Intangibles	822	1,676	3,673	923	2,398
Stock-based Compensation Expense	7,241	5,868	914,186	92,646	83,164
Non-GAAP Loss from Operations	\$ (253,485)	\$ (298,962)	\$ (216,173)	\$ (31,218)	\$ 10,079
<i>GAAP % of Revenue</i>	(44)%	(49)%	(128)%	(53)%	(22)%
<i>Non-GAAP % of Revenue</i>	(42)%	(48)%	(24)%	(13)%	3%

GAAP to Non-GAAP Reconciliation

Subscription ARR Contribution Margin (\$ in thousands)

	FY 2023	FY 2024	FY 2025	LTM Q3 FY26
GAAP Subscription Cost of Revenue	\$ 62,294	\$ 97,927	\$ 215,036	\$ 216,808
Amortization of Acquired Intangibles	(822)	(1,676)	(3,673)	(5,505)
Stock-based Compensation from Amortization of Capitalized Internal-Use Software	(287)	(153)	(273)	(1,579)
Stock-based Compensation Expense	(53)	(45)	(49,514)	(16,431)
Non-GAAP Subscription Cost of Revenue	\$ 61,132	\$ 96,053	\$ 161,576	\$ 193,293
GAAP Operating Expenses	\$ 679,353	\$ 789,436	\$ 1,754,828	\$ 1,325,125
Stock-based Compensation Expense	(6,727)	(5,652)	(846,872)	(310,872)
Non-GAAP Operating Expenses	\$ 672,626	\$ 783,784	\$ 907,956	\$ 1,014,253
Subscription ARR	\$ 532,929	\$ 784,029	\$ 1,092,584	\$ 1,346,836
Non-GAAP Subscription Cost of Revenue	(61,132)	(96,053)	(161,576)	(193,293)
Non-GAAP Operating Expenses	(672,626)	(783,784)	(907,956)	(1,014,253)
Subscription ARR Contribution	\$ (200,829)	\$ (95,808)	\$ 23,052	\$ 139,290
Non-GAAP Subscription ARR Contribution Margin	(38)%	(12)%	2%	10%

GAAP to Non-GAAP Reconciliation

Free Cash Flow (\$ in thousands)

	FY 2023	FY 2024	FY 2025	Q3 FY25	Q3 FY26
Net Cash Used in Operating Activities	\$ 19,287	\$ (4,518)	\$ 48,228	\$ 23,095	\$ 85,484
Purchase of Property and Equipment	(25,017)	(12,333)	(16,885)	(5,069)	(4,739)
Capitalized Internal-Use Software	(9,281)	(7,675)	(9,714)	(2,458)	(3,856)
Non-GAAP Free Cash Flow	\$ (15,011)	\$ (24,526)	\$ 21,629	\$ 15,568	\$ 76,889
Operating Cash Flow Margin	3%	(1)%	5%	10%	24%
Non-GAAP Free Cash Flow Margin	(3)%	(4)%	2%	7%	22%
Net Cash Provided by Investing Activities	\$ (125,188)	\$ (93,623)	\$ (383,442)	\$ (72,139)	\$ (109,760)
Net Cash Provided by Financing Activities	171,823	95,949	398,023	11,726	8,914
<i>Memo: Revenue</i>	\$ 599,819	\$ 627,892	\$ 886,544	\$ 236,178	\$ 350,166