

TINTRI, INC. BANKRUPTCY CASE STUDY

FILED ON 07/10/2018



CreditRiskMonitor's warning of Tintri, Inc.'s ("Tintri") bankruptcy risk was determined by a combination of factors:

Monthly Average FRISK® Score	Page 2
The FRISK® Score Components	3
Company Report Detail	4
FRISK® Deep Dive and Adjusted Market Cap Volatility	
FRISK® Stress Index	6
Peer Analysis on Alternate Suppliers and Customers	7
Quarterly Performance Ratios	8
Quarterly Leverage Ratios	9
Quarterly Liquidity Ratios and Rates of Return	10
Annual Statement of Cash Flows	11
News Alerts: A Timeline of Concerning Headlines	12
Management Discussion and Analysis	13
About This Report/Contact CreditRiskMonitor	14

MONTHLY AVERAGE FRISK® SCORE

CreditRiskMonitor's FRISK® score had been warning of financial stress at Tintri (NASDAQ: TNTR) for more than a year.

The company ultimately filed for bankruptcy on July 10, 2018.

	Business Name	2017	2017	2017	2017	2017	2017	2018	2018	2018	2018	2018	2018	2018
	Dusiness Name	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR APR	MAY	JUN	JUL	
0	Tintri, Inc.	2	1	2	1	1	2	1	1	1	1	1	1	1

BANKRUPT!

The FRISK® score is
96% accurate* in
predicting the risk of
corporate failure/bankruptcy
over a 12-month horizon.
All FRISK® scores are
recalculated every night
for each subsequent
12-month period.

	FRISK	From	ptcy within 12 month
	_	From	То
Best	10	0.00%	0.12%
	9	0.12%	0.27%
	8	0.27%	0.34%
	7	0.34%	0.55%
	6	0.55%	0.87%
	5	0.87%	1.40%
	4	1.40%	2.10%
	3	2.10%	4.00%
	2	4.00%	9.99%
Worst	1	9.99%	50.00%

While the percentage risk of bankruptcy varies at each FRISK® score, 96% of public companies that eventually go bankrupt enter the FRISK® "red zone" prior to filing. A FRISK® score of 5 or less is an important warning sign.

^{*}FRISK® score accuracy of 96% is based on backtesting of U.S. public companies; results may vary by country.

THE FRISK® SCORE COMPONENTS

At the core of the CreditRiskMonitor process is our 96% accurate FRISK® score, which indicates a company's level of financial stress on a scale of 1 to 10, based on the probability of bankruptcy over a 12-month horizon. When available, the FRISK® score incorporates a number of powerful risk indicators including:

A "Merton" type model using stock market capitalization and volatility Financial ratios, including those used in the Altman Z"-Score Model

Bond agency ratings from Moody's and Fitch

Crowdsourced CreditRiskMonitor Usage Data

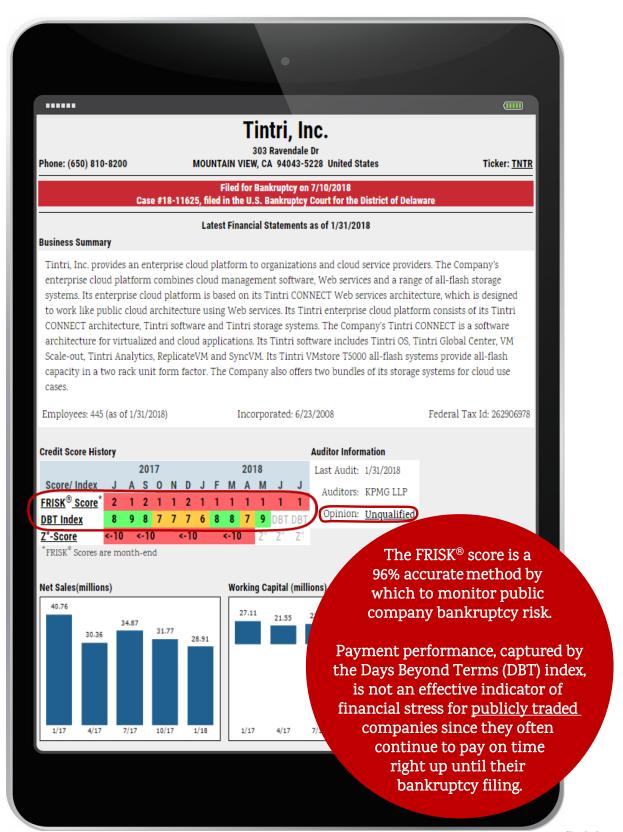
<u>Crowdsourcing</u> has enhanced the accuracy and timeliness of the FRISK® score. We collect and analyze data patterns from thousands of CreditRiskMonitor subscribers, including professionals from more than 35% of the Fortune 1000 and other large corporations worldwide.

The crowdsourcing advantage is even more powerful in our FRISK® score since many of the professionals who use our service are credit managers:

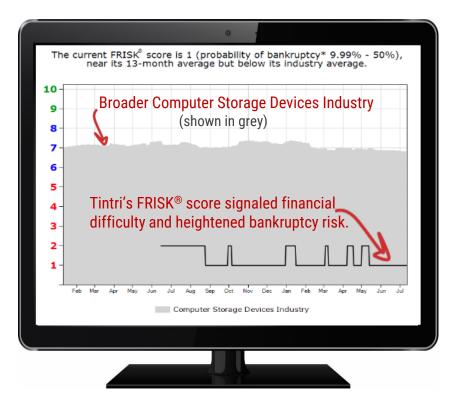
- Credit managers control one of the largest sources of working capital going into a company
- They are not held to the same "Fair Disclosure" restrictions that prevent nondisclosed information sharing on public companies
- Credit managers use a variety of non-public information sources such as their own company's management and sales representatives to be alerted to concerns in a public company's performance
- It is commonly known credit managers confidentially share information with other credit managers, thus collectively, their behavior helps to provide advanced insight to financial problems in public companies

Read more in Credit Research Foundation's quarterly journal article, "Assessing Public Company Financial Risk by Crowdsourcing the Research of Credit Professionals"

COMPANY REPORT DETAIL



FRISK® DEEP DIVE



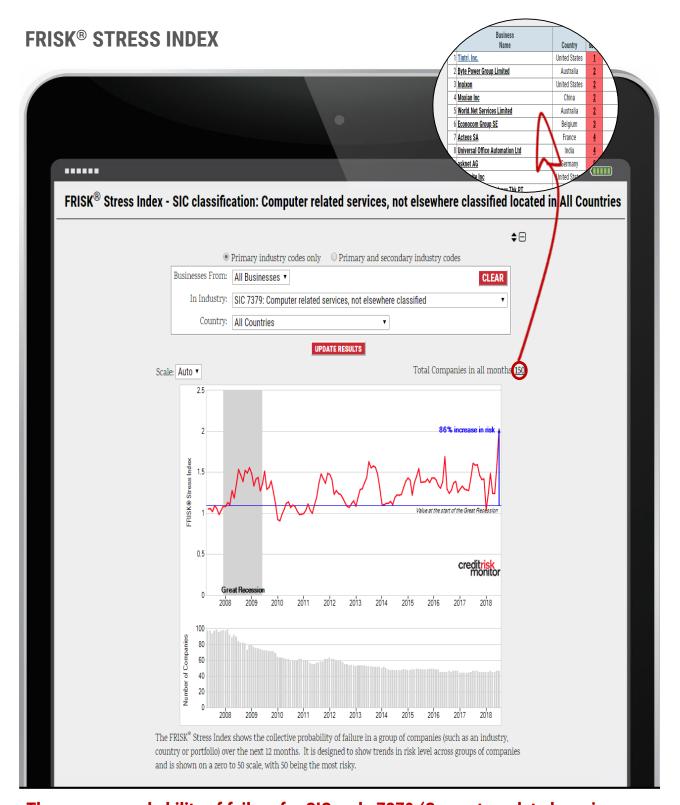
The FRISK® score relative to the broader Computer Storage Devices industry raised an additional red flag signaling heightened risk relative to peers, as well...

MAKING IMMEDIATE ATTENTION REQUIRED.

ADJUSTED MARKET CAP VOLATILITY

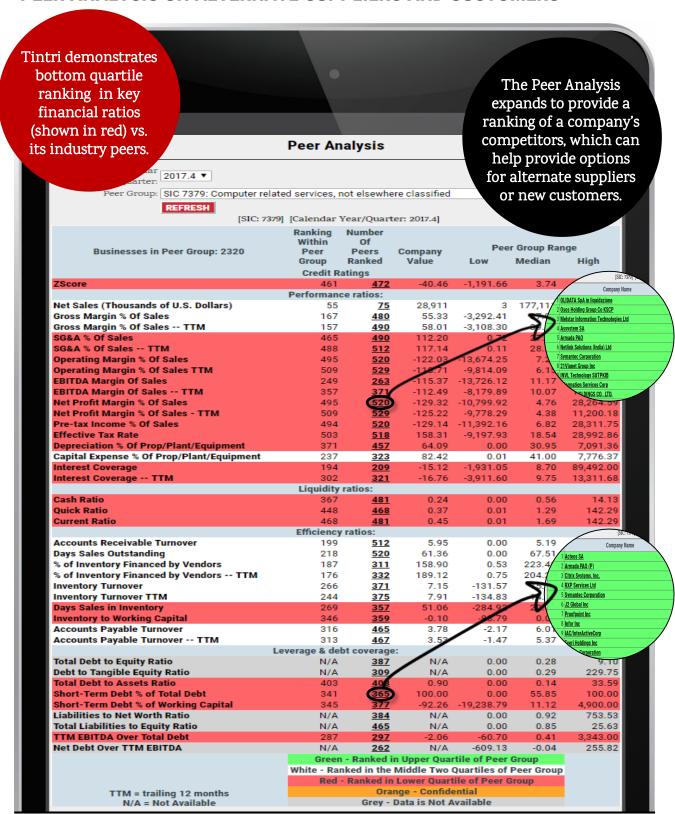


One of the inputs of the FRISK® score is a company's market cap volatility, adjusted for dividends, over the course of a year. Incorporating this information allows us to capture the "wisdom of markets" on a daily basis. This ensures our subscribers are getting the most up to date view of the risks they face since stocks tend to be more liquid and faster moving than bond prices and ratings.



The average probability of failure for SIC code 7379 (Computer related services, not elsewhere classified) has increased 86% since 2007. Tintri, Inc. was among the weakest names in the industry as evidenced by its FRISK® score of 1.

PEER ANALYSIS ON ALTERNATE SUPPLIERS AND CUSTOMERS



QUARTERLY PERFORMANCE RATIOS

Operating and net losses in each of the last five fiscal quarters Bad interest coverage ratio & negative free cash flow

Performance Ratios - Sequential Quarters

(Thousands of U.S. Dollars)					
	3 mos	3 mos	3 mos	3 mos	3 mos
Period Ended	1/31/2018	10/31/2017	7/31/2017	4/30/2017	1/31/2017
Net Sales \$	\$28,911	\$31,772	\$34,866	\$30,355	\$40,756
% change	-9.00%	-8.87%	14.86%	-25.52%	20.16%
Gross Margin \$	\$15,997	\$18,920	\$19,714	\$18,407	\$25,694
% change	-15.45%	-4.03%	7.10%	-28.36%	13.99%
% of sales	55.33%	59.55%	56.54%	60.64%	63.04%
change as % of incremental sales	n/m	n/m	28.97%	n/m	46.12%
SG&A \$	\$32,437	\$36,496	\$45,778	\$32,774	\$36,402
% change	-11.12%	-20.28%	39.68%	-9.97%	14.41%
% of sales	112.20%	114.87%	131.30%	107.97%	89.32%
change as % of incremental sales	n/m	n/m	288.27%	n/m	67.04%
Operating margin \$	(\$35,279)	(\$35,753)	(\$49,144)	(\$29,290)	(\$24,278)
% change	1.33%	27.25%	-67.78%	-20.64%	-7.88%
% of sales	-122.03%	-112.53%	-140.95%	-96.49%	-59.57%
change as % of incremental sales	n/m	n/m	-440.12%	n/m	-25.94%
EBITDA \$	(\$33,356)	(\$33,898)	(\$47,036)	(\$27,338)	(\$22,203)
% change	1.60%	27.93%	-72.05%	-23.13%	-10.40%
% of sales	-115.37%	-106.69%	-134.91%	-90.06%	-54.48%
change as % of incremental sales	n/m	n/m	-436.67%	n/m	-30.57%
EBIT \$	(\$35,131)	(\$35,623)	(\$48,731)	(\$29,248)	(\$24,336)
% change % of sales	1.38% -121.51%	26.90% -112.12%	-66.61%	-20.18% -96.35%	-8.40% -59.71%
change as % of incremental sales	-121.51% n/m	-112.12% n/m	-139.77% -431.90%	-90.33% n/m	-27.58%
Pre-tax income \$				(\$30,522)	(\$25,523)
% change	(\$37,337) 1.21%	(\$37,793) 26.66%	(\$51,529) -68.83%	-19.59%	-7.78%
% of sales	-129.14%	-118.95%	-147.79%	-100.55%	-62.62%
change as % of incremental sales	n/m	n/m	-465.68%	n/m	-26.93%
Net income (loss) \$	(\$37,387)	(\$37,925)	(\$51,667)	(\$30,680)	(\$25,548)
% change	1.42%	26.60%	-68.41%	-20.09%	-7.48%
% of sales	-129.32%	-119.37%	-148.19%	-101.07%	-62.69%
change as % of incremental sales	n/m	n/m	-465.24%	n/m	-26.00%
Tax expense \$	(\$59,110)	\$132	\$138	\$158	\$25
Effective tax rate	158.31%	-0.35%	-0.27%	-0.52%	-0.10%
Depreciation expense \$	\$1,800	\$1,725	\$1,700	\$1,910	\$2,200
% of sales	6.23%	5.43%	4.88%	6.29%	5.40%
% of capital expenses	77.75%	84.31%	123.37%	282.54%	242.83%
% of PP&E, net (annualized)	64.09%	68.24%	67.96%	74.82%	80.34%
Capital expenditures \$	\$2,315	\$2,046	\$1,378	\$676	\$906
% change	13.15%	48.48%	103.85%	-25.39%	-17.64%
% of PP&E, net (annualized)	82.42%	80.94%	55.09%	26.48%	33.09%
% of working capital (annualized)	-26.12%	60.00%	24.31%	11.11%	21.31%
Interest coverage ratio	(15.12)	(15.62)	(16.81)	(21.46)	(18.71)
% change	3.20%	7.08%	21.66%	-14.72%	-14.49%
Free cash flow \$	(\$22,564)	(\$32,202)	(\$23,858)	(\$19,651)	(\$13,068)
% change	29.93%	-34.97%	-21.41%	-50.38%	33.97%
Source:	10-K	10-Q	10-Q	10-Q	PROSPECTUS
	5/18/2018	12/14/2017	9/14/2017	9/14/2017	6/1/2017

QUARTERLY LEVERAGE RATIOS

.....

Creditors' degree of protection from loss declined as the total debt to assets ratio worsened

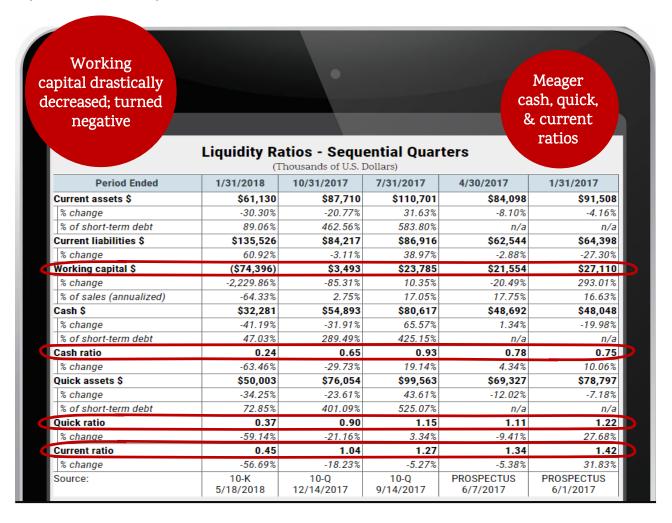
Leverage Ratios - Sequential Quarters

(Thousands of U.S. Dollars)

	(TITO GOGITE	is of o.o. Dollars	7		
Period Ended	1/31/2018	10/31/2017	7/31/2017	4/30/2017	1/31/2017
Total debt \$	\$68,638	\$68,569	\$68,502	\$68,404	\$48,914
% change	0.10%	0.10%	0.14%	39.85%	0.02%
Stockholders' equity \$	(\$91,710)	(\$68,396)	(\$48,474)	(\$68,486)	(\$41,840)
% change	-34.09%	-41.10%	29.22%	-63.69%	-103.64%
Tangible net worth \$	(\$91,710)	(\$68,396)	(\$48,474)	(\$68,486)	(\$41,840)
% change	-34.09%	-41.10%	29.22%	-63.69%	-103.64%
Total assets \$	\$76,247	\$100,944	\$123,701	\$97,095	\$104,902
% change	-24.47%	-18.40%	27.40%	-7.44%	-4.76%
Total debt to assets ratio	0.90	0.68	0.55	0.70	0.47
% change	32.52%	22.66%	-21.39%	51.08%	5.02%
Tangible assets \$	\$76,247	\$100,944	\$123,701	\$97,095	\$104,902
% change	-24.47%	-18.40%	27.40%	-7.44%	-4.76%
Short-term debt \$	\$68,638	\$18,962	\$18,962	\$0	\$0
% change	261.98%	0.00%	n/m	n/m	-100.00%
Short-term debt % of total debt	100.00%	27.65%	27.68%	0.00%	0.00%
% change	261.61%	-0.10%	n/m	n/m	-100.00%
Short-term debt % of working capital	-92.26%	542.86%	79.72%	0.00%	0.00%
% change	-117.00%	580.93%	n/m	n/m	-100.00%
Total liabilities All of the	\$167,957	\$169,340	\$172,175	\$165,581	\$146,742
company's debt was reclassified a	11 0 7 9 7	-1.65%	3.98%	12.84%	12.28%
Source: short-term due t	co -K	10-Q	10-Q	PROSPECTUS	PROSPECTUS
a credit facility	10040	12/14/2017	9/14/2017	6/7/2017	6/1/2017

covenant breach

QUARTERLY LIQUIDITY RATIOS AND RATES OF RETURN



Unable to generate ny positive returns	Rate of Return - Sequential Quarters (Thousands of U.S. Dollars)						
Period Ended	3 mos 1/31/2018	3 mos 10/31/2017	3 mos 7/31/2017	3 mos 4/30/2017	3 mos 1/31/2017		
Return on total assets	-42.20%	-33.76%	-46.80%	-30.38%	-23.76%		
% change	-24.98%	27.85%	-54.07%	-27.85%	-10.10%		
Return on tangible assets	-42.20%	-33.76%	-46.80%	-30.38%	-23.76%		
% change	-24.98%	27.85%	-54.07%	-27.85%	-10.10%		
Source:	10-K 5/18/2018	10-Q 12/14/2017	10-Q 9/14/2017	10-Q 9/14/2017	PROSPECTUS 6/1/2017		

ANNUAL STATEMENT OF CASH FLOWS

Recurring negative					
cash from operating					
activities Statement o		ws - Annua ds of U.S. Dollars		rdized	
	12 mos	12 mos	12 mos	12 mos	12 mos
Period Ended	1/31/2018	1/31/2017	1/31/2016	1/31/2015	1/31/2014
Cash Flows from Operating Activities:					
Net income	(\$157,659)	(\$105,801)	(\$100,968)	(\$69,686)	(\$28,143)
Depreciation/depletion	7,105	9,270	7,753	3,526	1,393
Non-cash Items	52,778	14,711	11,333	5,302	2,090
Changes in working capital	5,916	11,454	19,773	9,760	5,641
Total cash from operating activities	(91,860)	(70,366)	(62,109)	(51,098)	(19,019)
Cash Flows from Investing Activities:					
Capital expenditures	(6,415)	(4,337)	(10,914)	(8,668)	(4,133)
Other investing cash flow items, total	0	62,671	(45,495)	(17,769)	0
Total cash from investing activities	(6,415)	58,334	(56,409)	(26,437)	(4,133)
Cash Flows from Financing Activities:					
Financing cash flow items	62,314	411	0	n/a	n/a
Issuance/retirement of stock, net	470	2,292	125,897	1,048	75,446
Issuance/retirement of debt, net	19,766	6,722	35,700	(2,006)	7,861
Total cash from financing activities	82,550	9,425	161,597	(958)	83,307
Foreign exchange effects	(42)	(61)	(2)	64	4
Net change in cash	(15,767)	(2,668)	43,077	(78,429)	60,159
Net cash-beginning balance	48,048	50,716	7,639	86,068	25,909
Net cash-ending balance	\$32,281	\$48,048	\$50,716	\$7,639	\$86,068
Supplemental Disclosures:					
Cash interest paid	\$145	\$912	\$361	\$96	\$232
Cash taxes paid, supplemental	\$6,573	\$4,038	\$2,411	\$44	\$97
Auditor/Opinion:	KPMG LLP Unqualified	KPMG LLP Unqualified	KPMG LLP Unqualified	KPMG LLP Unqualified	KPMG LLP Unqualified
Source:	10-K 5/18/2018	PROSPECTUS 6/1/2017	PROSPECTUS 6/1/2017	PROSPECTUS 3/11/2016	PROSPECTUS 3/11/2016

NEWS ALERTS: A TIMELINE OF CONCERNING HEADLINES

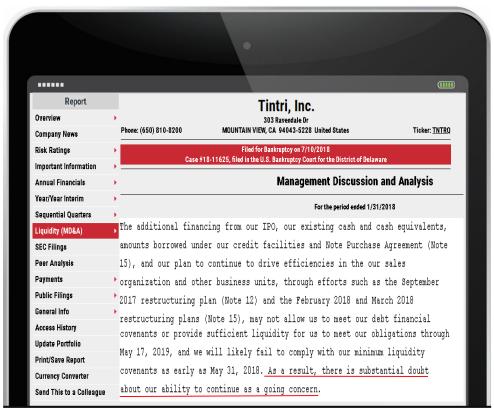
Net loss for the Q2 period end increased 101% to \$52 million compared with net loss of \$26 million for the same period in the previous year. Net loss for the year-to-date period increased 46% to \$82 million compared with net loss of \$55 million for the equivalent 6 months in 2016.

of \$55 million fo	or the equivalent 6 months in	1 2016.
9/13/2017	CRMZ News Service	Tintri Inc updated financials available
same period in		% to \$38 million compared with net loss of \$24 million for the or the year-to-date period increased 49% to \$120 million compared with nonths in 2016.
12/16/2017	CRMZ News Service	Tintri Inc updated financials available
in the previous		% to \$37 million compared with net loss of \$26 million for the same period riod increased 49% to \$158 million compared with net loss of
3/9/2018	CRMZ News Service	Tintri Inc updated financials available
The resignation	of Tintri's CFO is one of a nu	umber of executive changes during 2018.
3/23/2018	Business Wire	Tintri Announces CFO Resignation
Tintri, Inc. said	its auditor had raised substa	antial doubts about its ability to remain a going concern.
5/22/2018	CRMZ News Service	Venture Backed Tintri Raises "Going Concern" Warning
The company's	management informed that	it had breached credit facility covenants.
6/15/2018	Business Wire	Tintri Reports Preliminary First Quarter Fiscal 2019 Financial Results and Provides Liquidity and Business Update
	igned after just three months accounts payable.	s on the job; its primary manufacturing partner cited a breach of contract
7/3/2018	CRMZ News Service	Tintri: CEO Exit And Manufacturing Breach Signal The End
	eceived a Delisting Determina he period ended April 30, 20	ation Letter from NASDAQ due to its failure to file a Quarterly Report on 18.
7/9/2018	Business Wire	Tintri Receives Nasdaq Delisting Determination Letter
Tintri, Inc. filed	for bankruptcy.	
7/10/2018	CRMZ News Service	Tintri Inc: Chapter 11 Petition filed on 7/10/2018

MANAGEMENT DISCUSSION AND ANALYSIS

READING THE MANAGEMENT DISCUSSION AND ANALYSIS, WE NOTED:

Tintri management explained, in its Form 10K filing for the period ending1/31/2018, that it had "prepared their consolidated financial statements and the entirety of this



Annual Report on Form 10-K on the basis that we would continue as a going concern, which contemplates the realization of assets and the satisfaction of liabilities in the normal course of business. However, we have incurred losses in each fiscal year since our inception and there is substantial doubt about our ability to continue as a going concern. The Report of Independent Registered Public Accounting Firm issued by KPMG LLP, or KPMG, with respect to the accompanying financial statements includes an explanatory note concerning our ability to continue as a going concern. We do not currently have any borrowing capacity available under our credit facility with TriplePoint Capital LLC, or TriplePoint, or our revolving line of credit with Silicon Valley Bank, or SVB. If we are unable to generate positive cash flows from operations or if we have insufficient liquidity to meet our obligations, we may have to seek additional capital, restructure or refinance our indebtedness, undertake additional restructuring plans, reduce or delay capital expenditures, file for bankruptcy protection, wind down our or sell our business or sell certain of our assets or operations."

...and in July 2018, Tintri, Inc. filed for bankruptcy...

ABOUT THIS REPORT/CONTACT CREDITRISKMONITOR



CreditRiskMonitor is a financial risk analysis and news service that helps credit, supply chain and financial professionals stay ahead of and manage risk quickly, accurately and cost effectively. More than 35% of the Fortune 1000, plus over a thousand other large corporations worldwide, rely on our financial risk coverage of over 58,000 global public companies.

CreditRiskMonitor Bankruptcy Case Studies provide post-filing analyses of public company bankruptcies. Our case studies educate subscribers about methods they can apply to assess bankruptcy risk using CreditRiskMonitor's proprietary FRISK® score, robust financial database and timely news alerts.

Request a Personalized Demo and Risk Assessment

Read more Bankruptcy Case Studies, High Risk Reports and other resources

Contact us at: 845.230.3000 creditriskmonitor.com/contact-us