DATADOG

Investor Presentation

August 2026

DATADOG

Safe harbor

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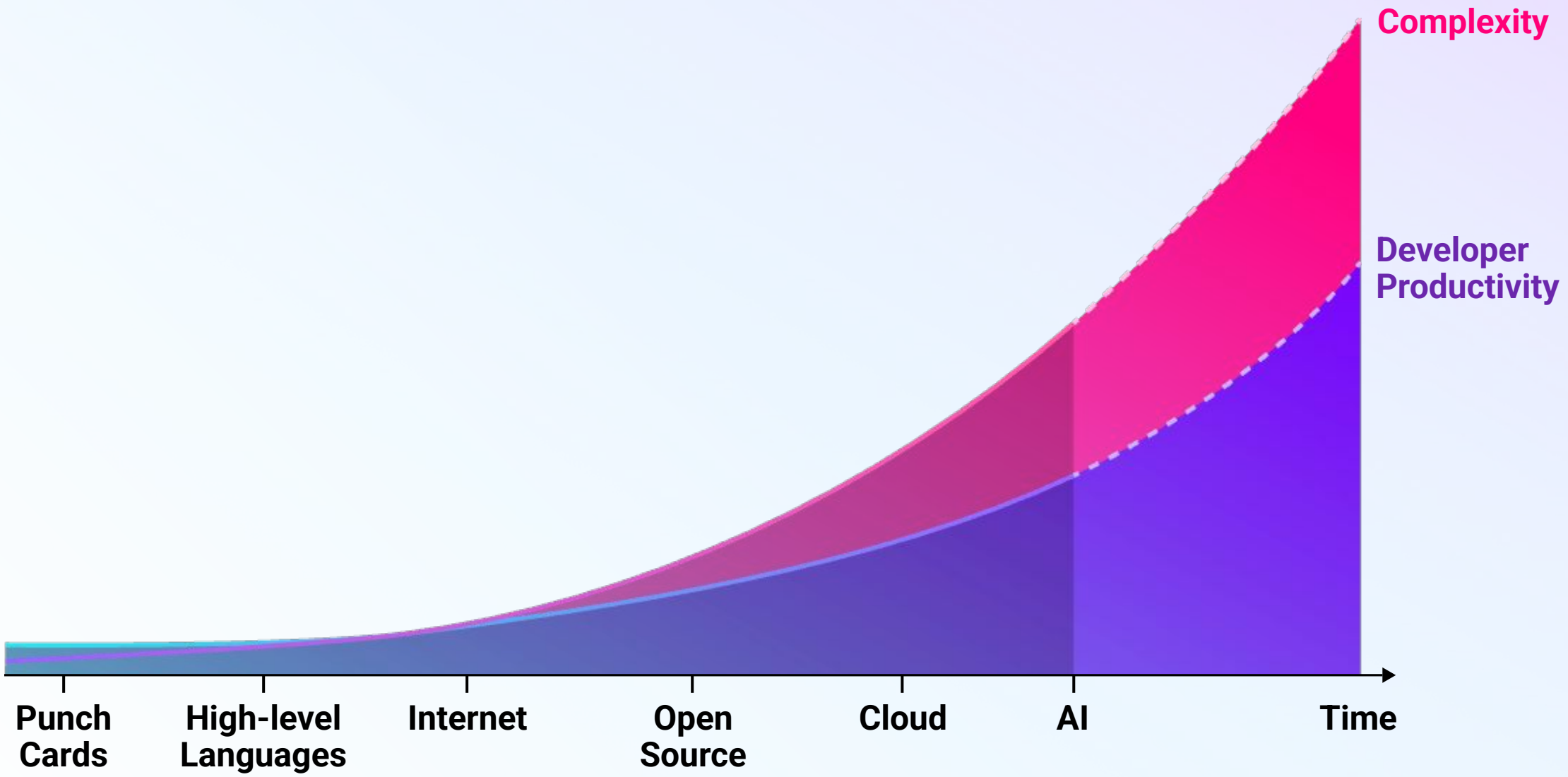
This presentation and accompanying oral presentation contain “forward-looking” statements, as that term is defined under the federal securities laws, including but not limited to statements regarding Datadog’s strategy, product and platform capabilities, the growth in and ability to capitalize on long-term market opportunities including the pace and scope of cloud migration, digital transformation and AI deployment, the potential size of the cloud, observability and other markets, gross margins and operating margins including with respect to sales and marketing, research and development expenses, capital expenditures and capitalized software, net interest and other income, tax rates and Datadog’s future financial performance, including its financial guidance, outlook and goals on slides “Rapid Revenue Growth,” “Financial Outlook,” “Long-Term Margin Goal,” “Capital Allocation Goals,” and “Share Dilution.” These forward-looking statements are based on Datadog’s current assumptions, expectations and beliefs and are subject to substantial risks, uncertainties, assumptions and changes in circumstances that may cause Datadog’s actual results, performance or achievements to differ materially from those expressed or implied in any forward-looking statement.

The risks and uncertainties referred to above include, but are not limited to (1) our recent rapid growth may not be indicative of our future growth; (2) our history of operating losses; (3) our limited operating history; (4) our dependence on existing customers purchasing additional subscriptions and products from us and renewing their subscriptions; (5) our ability to attract new customers; (6) our ability to effectively develop and expand our sales and marketing capabilities; (7) risk of a security breach; (8) risk of interruptions or performance problems associated with our products and platform capabilities; (9) our ability to adapt and respond to rapidly changing technology or customer needs; (10) the competitive markets in which we participate; (11) risks associated with successfully managing our growth, (12) risks associated with changing laws, regulations, and contractual obligations related to data privacy and security and (13) general market, political, economic, and business conditions including concerns about trade policies, tariffs, reduced economic growth and associated decreases in information technology spending. These risks and uncertainties are more fully described in our filings with the Securities and Exchange Commission (SEC), including in the section entitled “Risk Factors” in our Quarterly Report on Form 10-Q for the quarter ended March 31, 2026. Additional information will be made available in our other filings and reports that we may file from time to time with the SEC. Moreover, we operate in a very competitive and rapidly changing environment. New risks emerge from time to time. It is not possible for our management to predict all risks, nor can we assess the impact of all factors on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements we may make. In light of these risks, uncertainties and assumptions, we cannot guarantee future results, levels of activity, performance, achievements, or events and circumstances reflected in the forward-looking statements will occur. Forward-looking statements represent our beliefs and assumptions only as of the date specified or as of this presentation, as applicable. We disclaim any obligation to update forward-looking statements.

Datadog is the leading AI-powered observability and security platform

DATADOG

The problem: an explosion of complexity



Datadog solves complexity



Datadog breaks down silos



Unified platform



Simple but not simplistic



Deployed everywhere, used by everyone

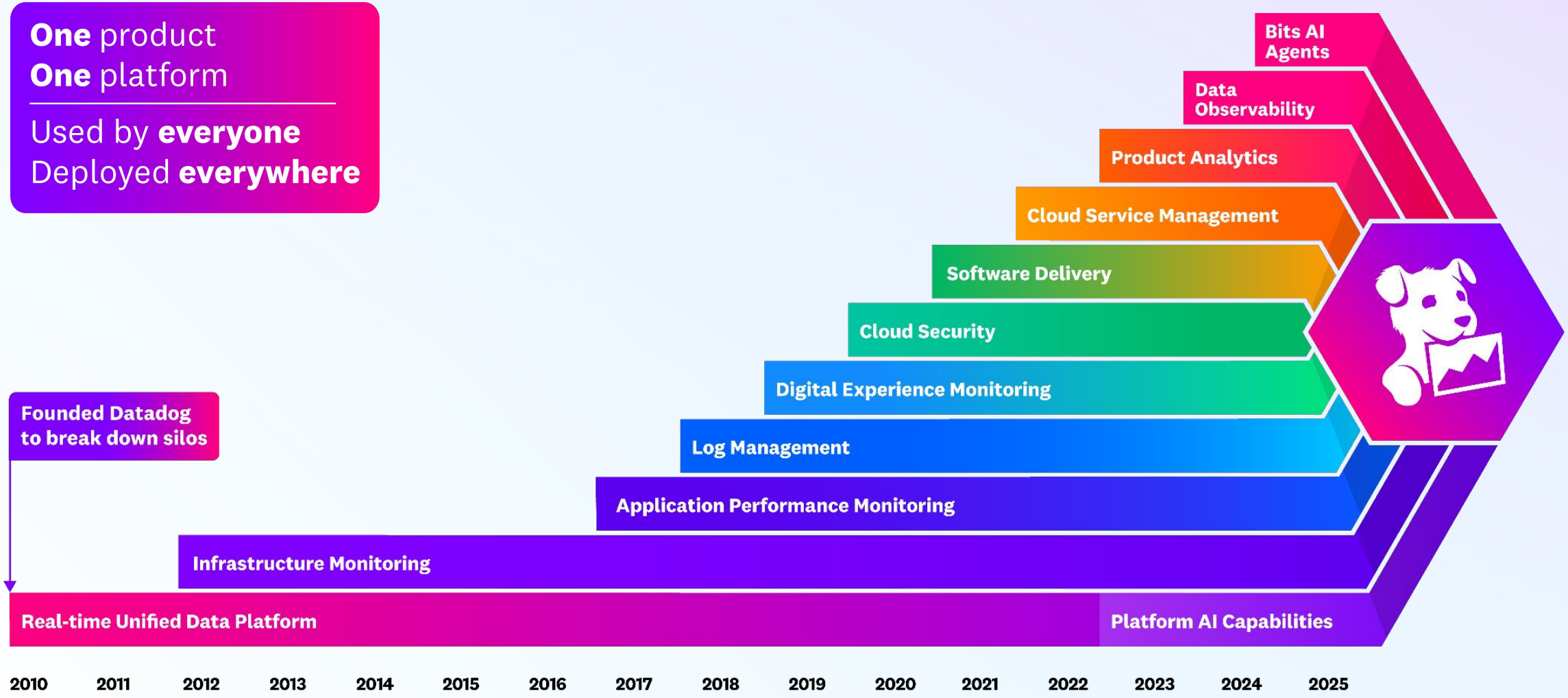


Breaking down silos

Our history of innovation

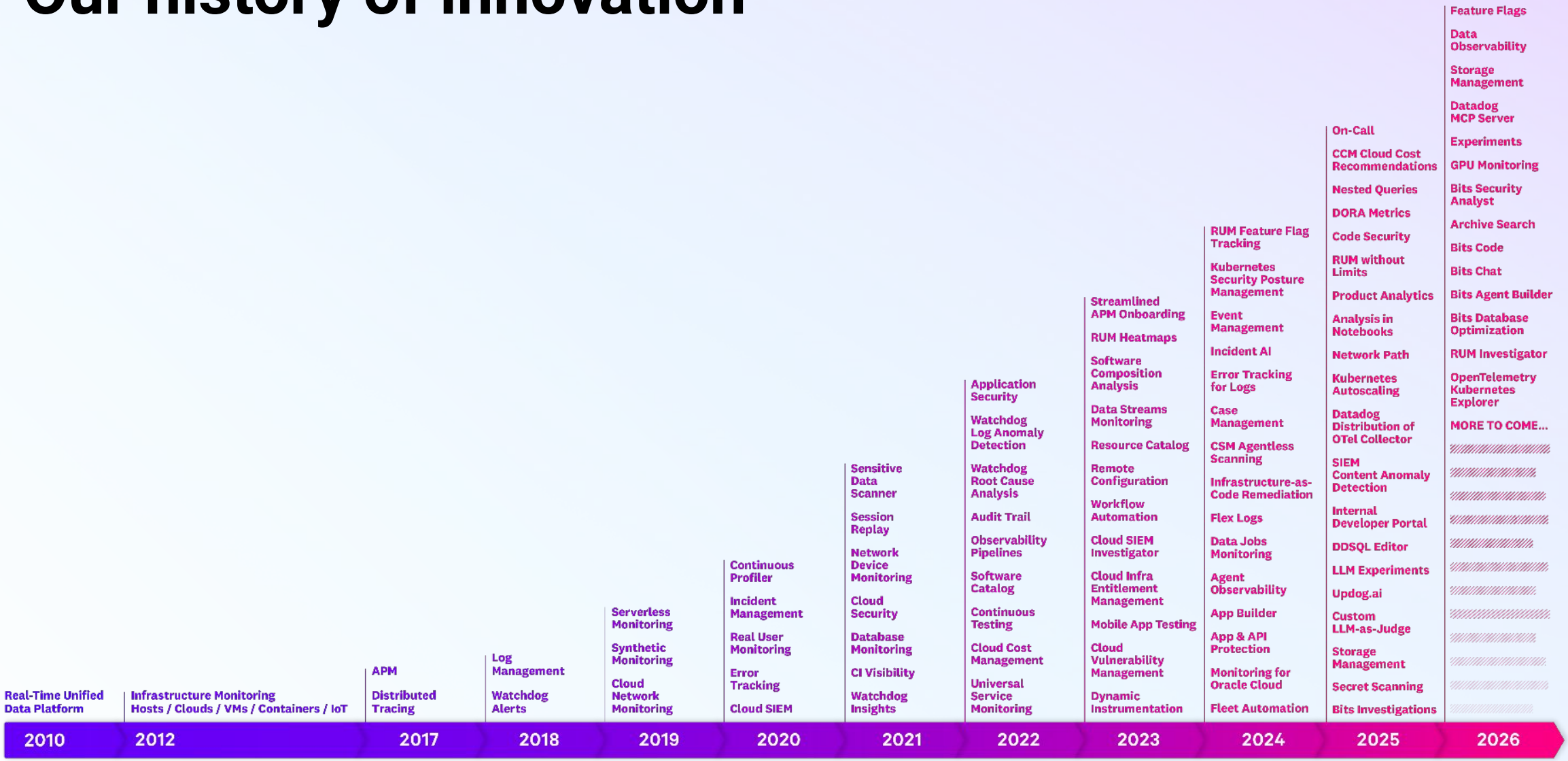
One product
One platform

Used by **everyone**
Deployed **everywhere**



DATADOG

Our history of innovation



FOUNDED DATADOG TO BREAK DOWN SILOS

DEPLOYED EVERYWHERE, USED BY EVERYONE

Datadog Platform

Infrastructure

- Infrastructure Monitoring
- Metrics
- Container Monitoring
- Serverless
- Cloud Network Monitoring
- Network Device Monitoring
- Cloud Cost Management
- Cloudcraft

Applications

- Application Performance Monitoring
- Distributed Tracing
- Continuous Profiler
- Universal Service Monitoring
- LLM Observability
- Database Monitoring
- Data Streams Monitoring

Data Observability

- Jobs Monitoring
- Quality Monitoring

Logs

- Log Management
- Flex Logs
- Observability Pipelines
- Audit Trail
- Log Forwarding

Digital Experience

- Synthetics Testing & Monitoring
- Browser Real User Monitoring
- Mobile Real User Monitoring
- Session Replay
- Product Analytics
- Experiments

Security

- Cloud Security & Cloud Workload Protection
- Code Security
- Cloud SIEM
- AI & Data Security
- Bits Security Analyst

Software Delivery

- CI Visibility
- Test Optimization
- Continuous Testing
- Error Tracking
- Feature Flags
- Bits Code

Service Management

- On-Call
- Incident Management
- Event Management
- Workflow Automation
- App Builder
- Bits Investigation

AI

Bits Chat • Root Cause Analysis • Anomaly Detection • Impact Analysis • Proactive Alerts • Autonomous Investigations • MCP Server

Shared Platform Services

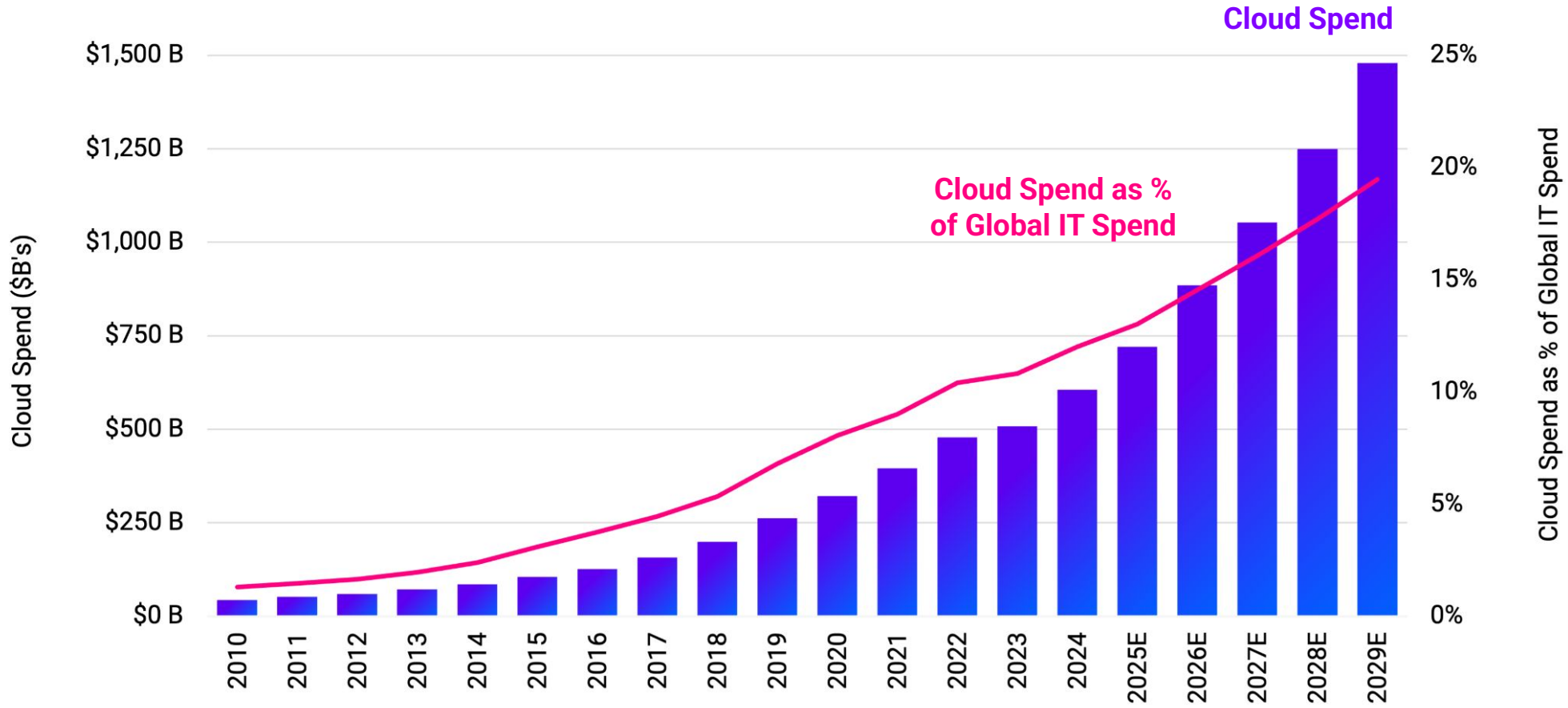
Dashboards • CoScreen • Teams • Agent • OpenTelemetry • Notebooks • Software Catalog • IDE Plugins • ChatOps • SLOs • Case Management

UNIFIED METRICS, LOGS, TRACES, SESSIONS

1,000+ INTEGRATIONS

Cloud migration and digital transformation

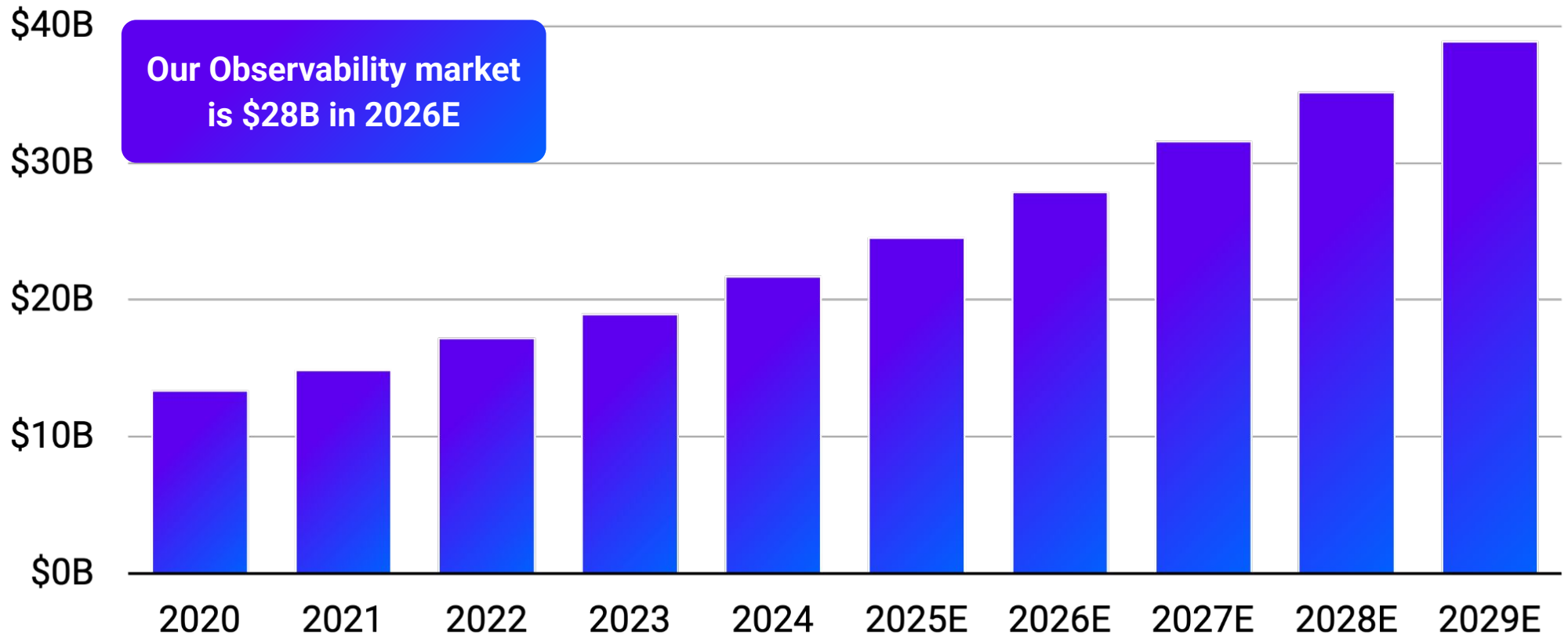
Cloud spend continues to grow rapidly



Gartner Forecast: Public Cloud Services, Worldwide - 2010-2016, 4Q12 Update; 2011-2017, 4Q13 Update; 2012-2018, 4Q14 Update; 2013-2019, 4Q15 Update; 2014-2020, 4Q16 Update; 2015-2021, 4Q17 Update; 2016-2022, 4Q18 Update; 2017-2023, 4Q19 Update; 2018-2024, 4Q20 Update; 2019-2025, 4Q21 Update; 2020-2026, 4Q22 Update; 2021-2027, 4Q23 Update; 2022-2028, 4Q24 Update; 2023-2029, 3Q25 Update. Gartner Market Databook - 4Q12 Update; 4Q13 Update; 4Q14 Update; 4Q15 Update; 4Q16 Update; 4Q17 Update; 4Q18 Update; 4Q19 Update; 4Q20 Update; 4Q21 Update; 4Q22 Update; 4Q23 Update; 4Q24 Update; 4Q25 Update.

Large and Growing Observability TAM

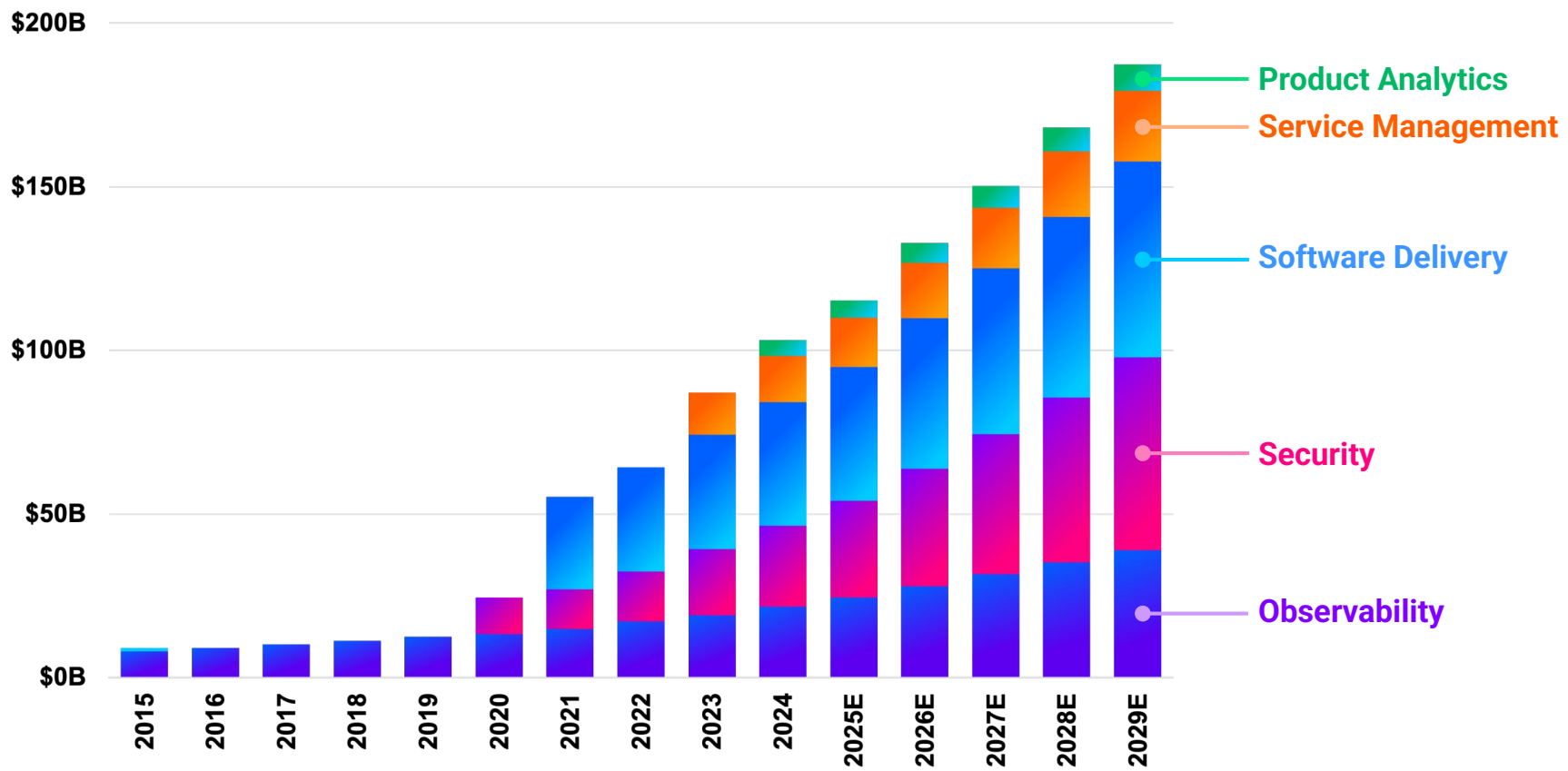
Gartner Health & Performance Analytics category, 2020-2029E



Gartner Forecast: Enterprise Infrastructure Software, Worldwide - 2020-2026, 4Q22 Update; 2021-2027, 4Q23 Update; 2022-2028, 4Q24 Update; 2023-2029; 4Q25 Update.

We are adding multiple markets

Datadog market opportunity by major product area



Gartner Forecast: Enterprise Infrastructure Software, Worldwide - 2015-2021, 4Q17 Update; 2016-2022, 4Q18 Update; 2017-2023, 4Q19 Update; 2018-2024, 4Q20 Update; 2019-2025, 4Q21 Update; 2020-2026, 4Q22 Update; 2021-2027, 4Q23 Update; 2022-2028, 4Q24 Update; 2023-2029; 4Q25 Update.
Gartner Forecast: Enterprise Application Software, Worldwide - 2015-2021, 4Q17 Update; 2016-2022, 4Q18 Update; 2017-2023, 4Q19 Update; 2018-2024, 4Q20 Update; 2019-2025, 4Q21 Update; 2020-2026, 4Q22 Update; 2021-2027, 4Q23 Update; 2022-2028, 4Q24 Update; 2023-2029; 4Q25 Update.
Gartner Forecast: Information Security, Worldwide - 2015-2021, 4Q17 Update; 2016-2022, 4Q18 Update; 2017-2023, 4Q19 Update; 2018-2024, 4Q20 Update; 2019-2025, 4Q21 Update; 2020-2026, 4Q22 Update; 2021-2027, 4Q23 Update; 2022-2028, 4Q24 Update; 2023-2029; 4Q25 Update.

Figure 1: Magic Quadrant for Observability Platforms



Source: Gartner, Magic Quadrant for Observability Platforms, Padraig Byrne, Martin Caren, D.B. Cummings, Neil Young, 13 July 2026

INDUSTRY RECOGNITION

We are named **a Leader in the *2026 Gartner Magic Quadrant™ for Observability Platforms for the Sixth Time***

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Figure 1: Magic Quadrant for Digital Experience Monitoring



Source: *Gartner, Magic Quadrant for Digital Experience Monitoring, Padraig Byrne, Pankaj Prasad, Martin Caren, D.B. Cummings, Matt Crossley, Tanmay Bisht, October 2025*

INDUSTRY RECOGNITION

Datadog named a **Leader in the *2025 Gartner Magic Quadrant™ for Digital Experience Monitoring***

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DATADOG



INDUSTRY RECOGNITION

Datadog named a **Leader in *The Forrester Wave™: AIOps Platforms, Q2 2025***

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DATADOG

Datadog scales across ~33,400 global customers

Customers who are **transforming** + Customers who are **born in cloud**



Trillions

of data points per/hr

Financial overview

DATADOG

Datadog today (1)

FINANCIAL

$3.97B
TTM revenue

+32%
TTM Y/Y growth

23%
TTM non-GAAP operating margin

27%
TTM free cash flow margin

Low-120%s
Dollar-based TTM net retention rate

$5.0B
Cash, cash equivalents, and marketable securities

CUSTOMERS

~33,400
Total customers

~4,720
$100k+ ARR customers

26 PRODUCTS IN AN INTEGRATED DATA PLATFORM

Infra Monitoring
- Infra Monitoring
- Cloud Cost Mgmt
- Networking Monitoring

Log Management
- Log Management
- Observability Pipelines

Application Performance Monitoring
- Application Performance Monitoring
- Database Monitoring
- Continuous Profiler
- Agent Observability
- Data Observability

Digital Experience Monitoring
- Synthetic Monitoring
- Product Analytics
- Real User Monitoring
- Experiments

Security
- Cloud Security
- Code Security
- Cloud SIEM
- Data Security

Cloud Service Management
- OnCall
- Incident Mgmt
- Workflow Automation

Software Delivery
- CI Visibility
- Feature Flags
- Error Tracking

Platform
- Bits AI
- Enterprise Mgmt

PLATFORM ADOPTION

58%
Customers using 4+ products

37%
Customers using 6+ products

22%
Customers using 8+ products

13%
Customers using 10+ products

PEOPLE

~8,100 in 35 countries (2)

We were named a Leader in the Gartner® Magic Quadrants for Observability Platforms (2026) and Digital Experience Monitoring (2025)

Gartner

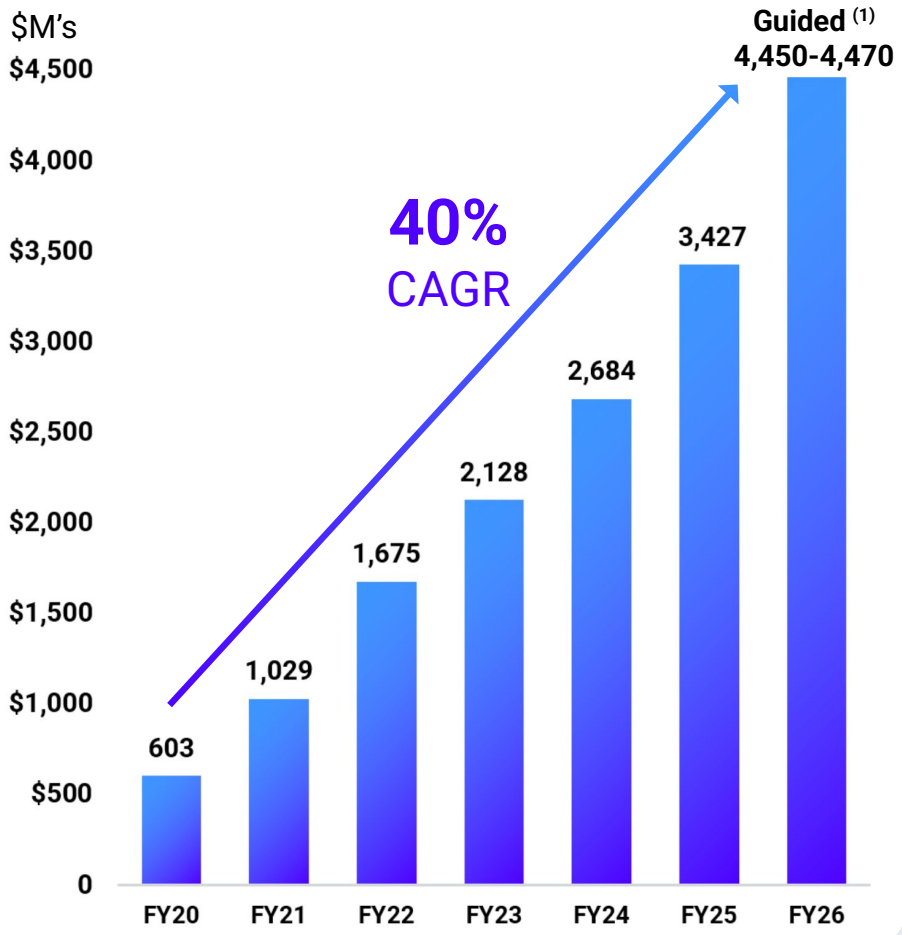
(1) All data as of June 30, 2026. Non-GAAP operating margin and free cash flow margin are non-GAAP measures. See Appendix for a reconciliation to financial results prepared in accordance with GAAP.
(2) Employee headcount as of December 31, 2025.

Our growth drivers

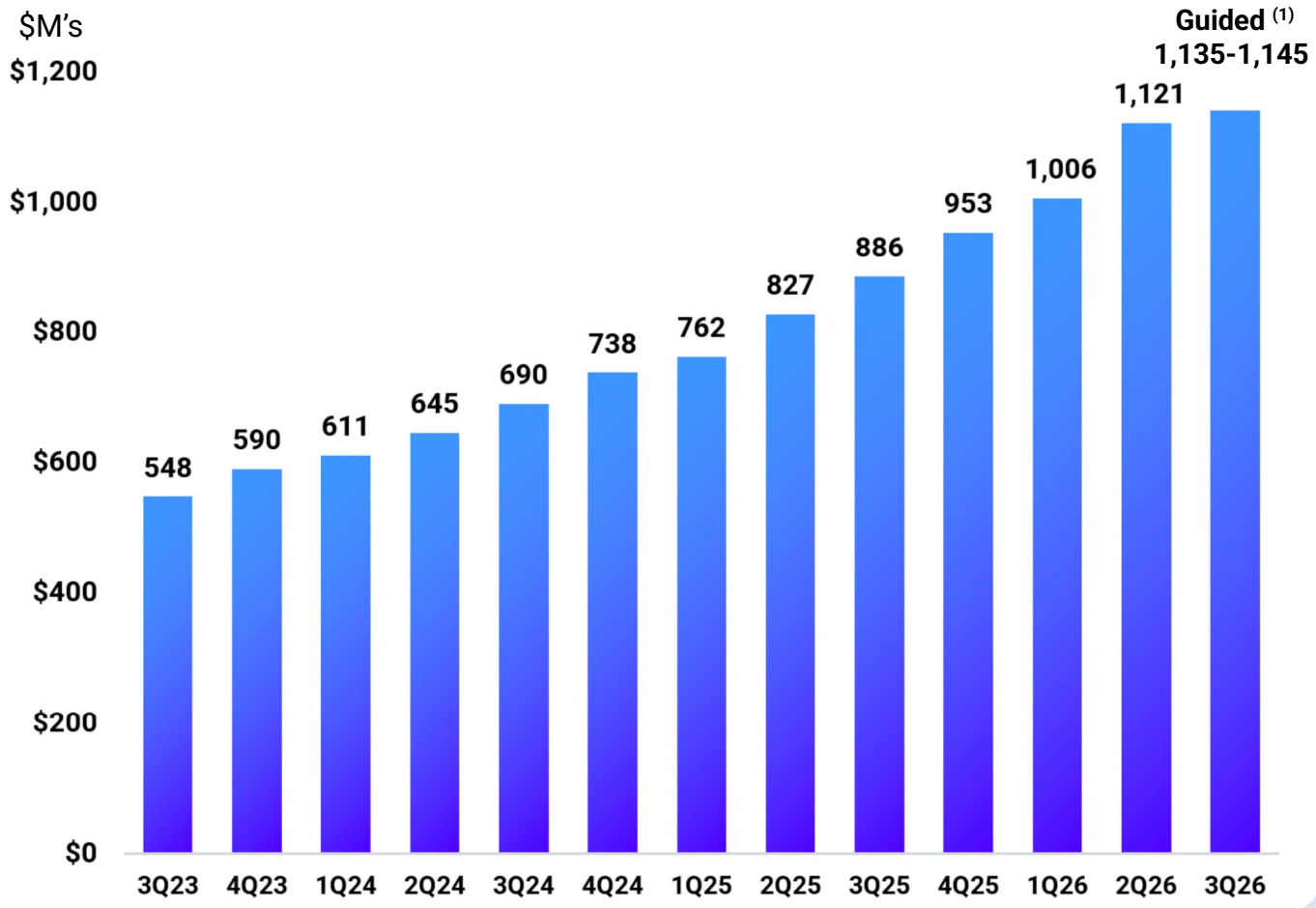
1. Secular tailwind of digital transformation and cloud migration
2. Deployment of GenAI and agentic applications driving cloud usage
3. Growing and retaining customers
4. Expanding products / use cases for customers
5. Adding new markets beyond Observability

Rapid revenue growth

Annual revenue

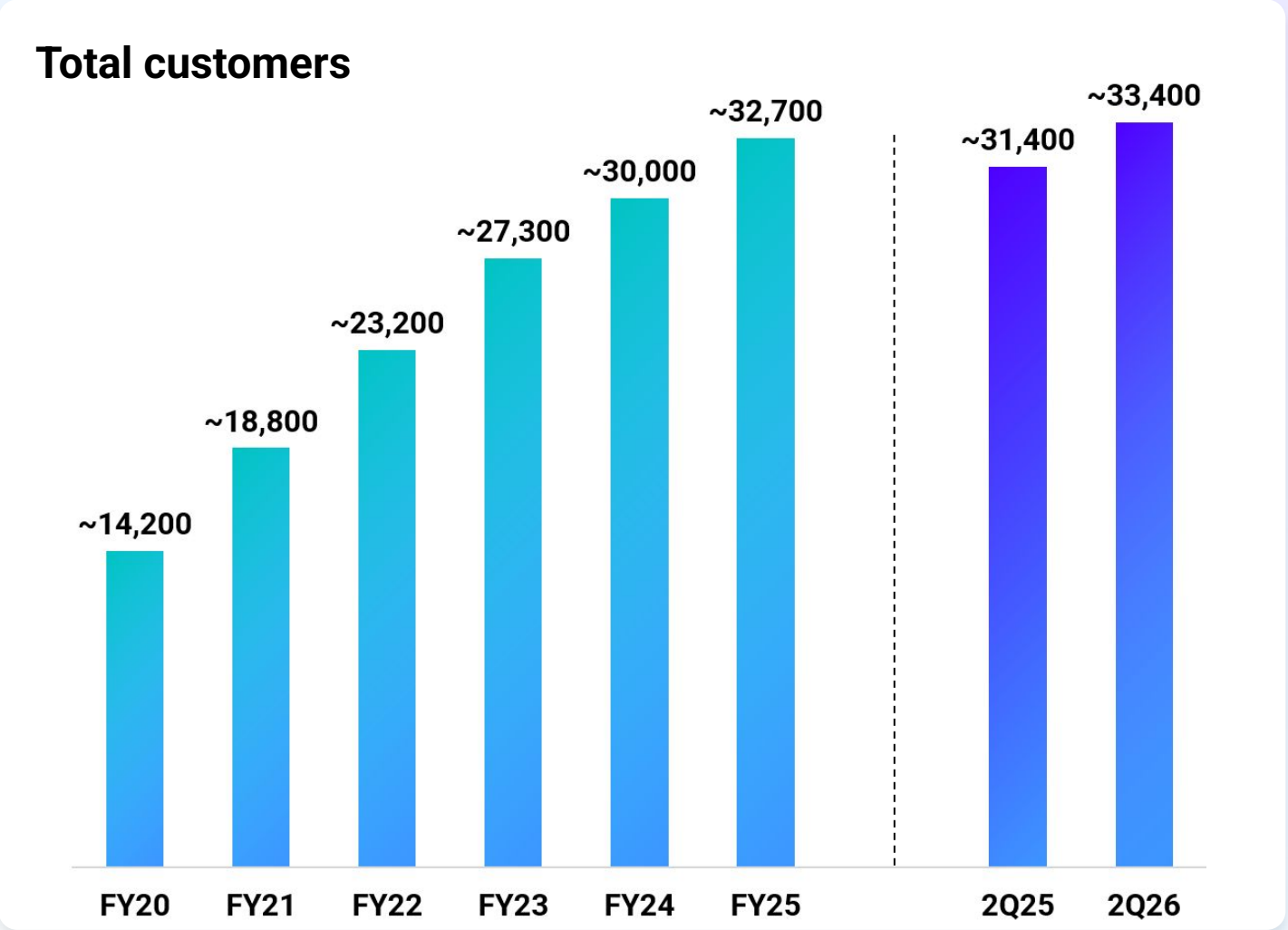


Quarterly revenue



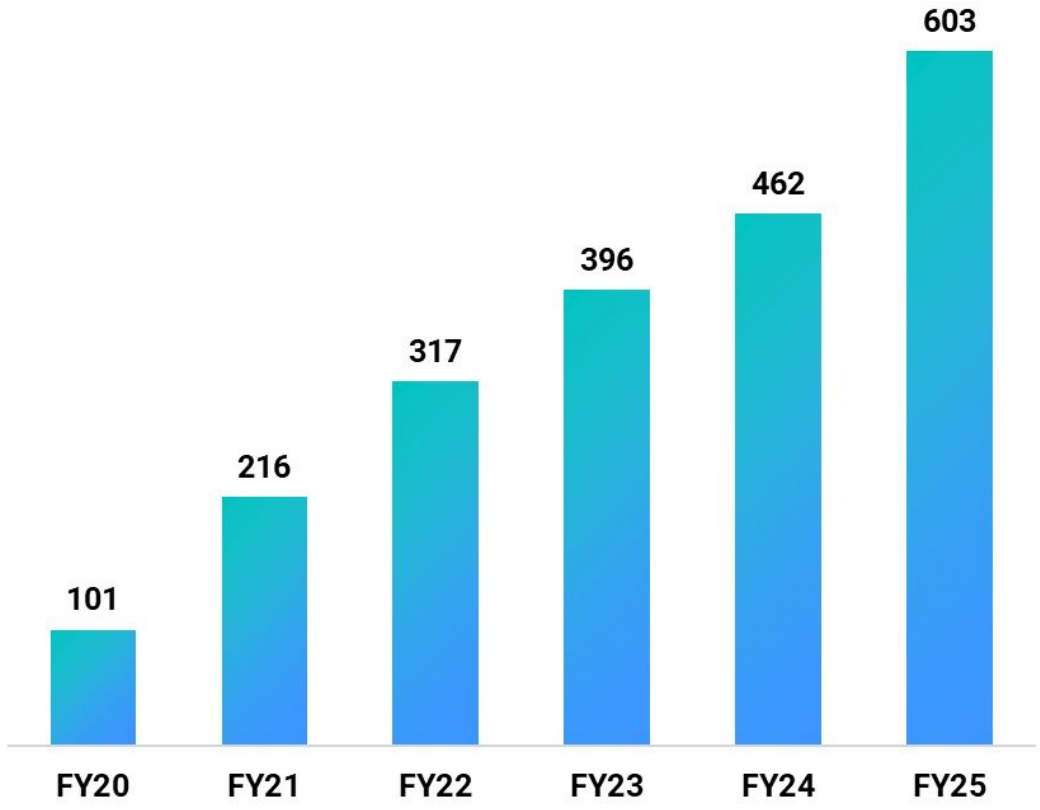
(1) Guided revenues are forward-looking statements as of August 6, 2026. See Safe Harbor for important information about these assumptions and forward-looking statements.

Strong customer growth

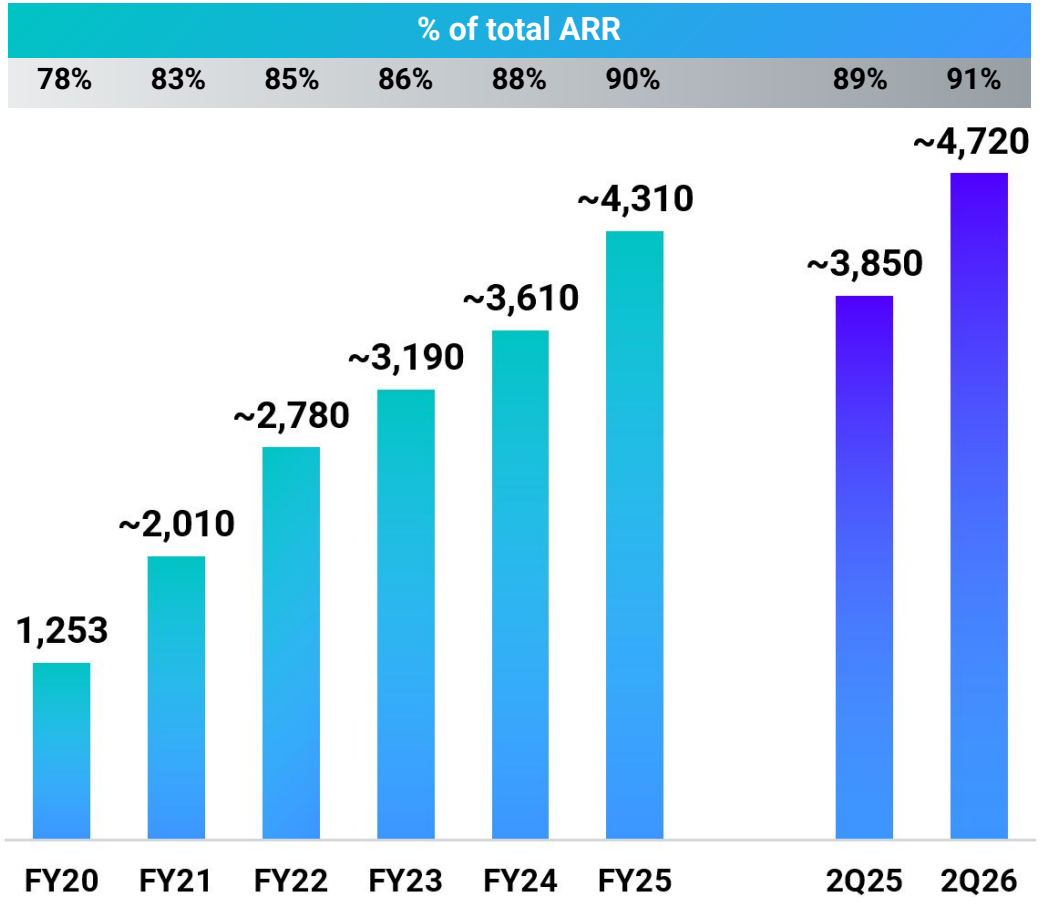


Strong customer growth

of customers with ARR $1M+

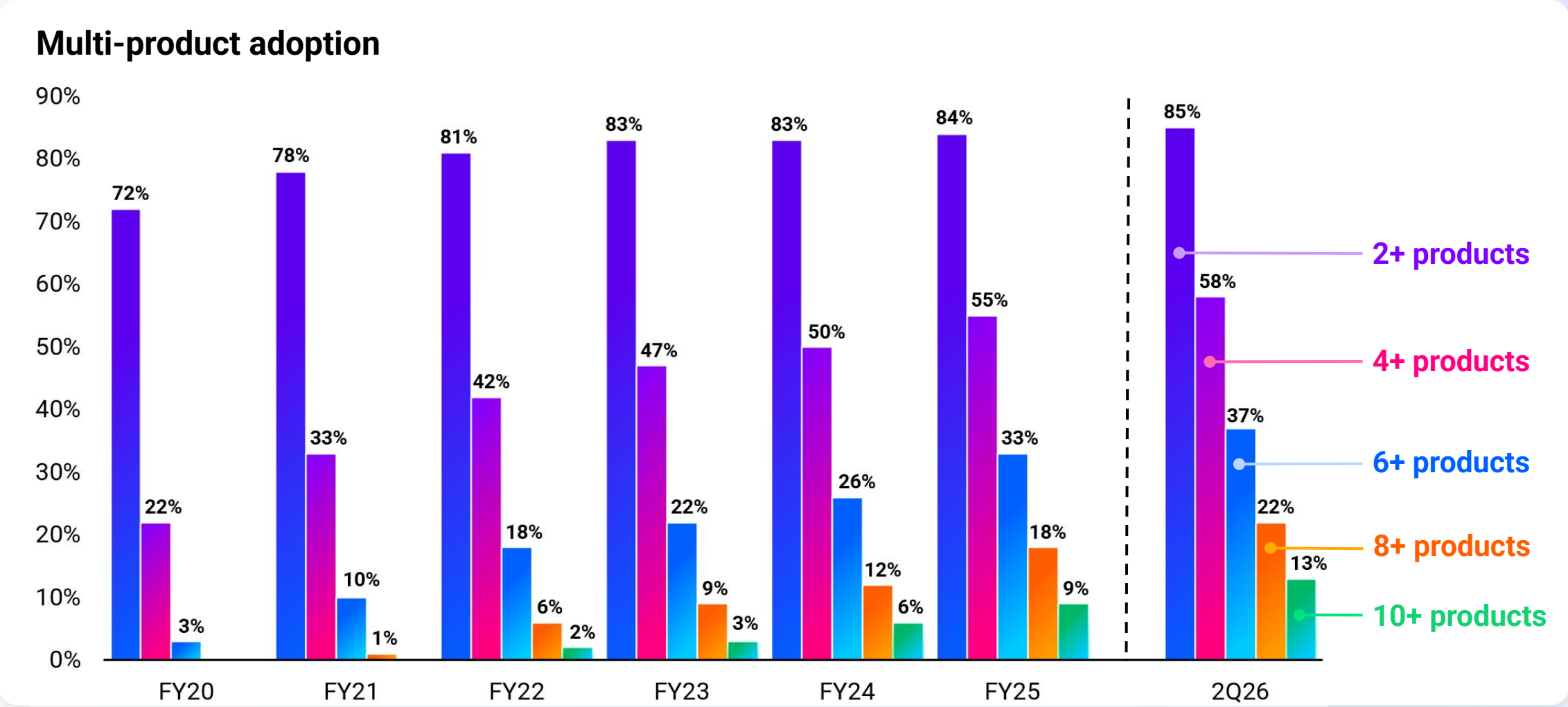


of customers with ARR $100K+



See our Annual Report on Form 10-K for the year-ended December 31, 2025 for the definition of ARR.

Multi-Product Adoption



Strong retention and upsell

Mid-to-high 90%s

Trailing-twelve-month dollar-based gross retention rate

Low 120%s

Trailing-twelve-month dollar-based net retention rate

As of June 30, 2026. See Appendix for more information regarding gross retention rate and net retention rate.

Financial summary

	FY21	FY22	FY23	FY24	FY25	TTM (Jun-26)
Revenue	$1,029M	$1,675M	$2,128M	$2,684M	$3,427M	$3,967M
% Y/Y growth	70%	63%	27%	26%	28%	32%
Gross margin(1)	78%	80%	82%	82%	81%	81%
Research & development margin(1)	30%	30%	30%	28%	30%	30%
Sales & marketing margin(1)	25%	25%	24%	23%	23%	23%
General & administrative margin(1)	7%	6%	6%	5%	5%	5%
Operating profit(1)	$165M	$326M	$490M	$674M	$768M	$918M
Operating margin(1)	16%	19%	23%	25%	22%	23%
Free cash flow(1)	$251M	$354M	$598M	$775M	$915M	$1,073M
Free cash flow margin(1)	24%	21%	28%	29%	27%	27%

(1) Non-GAAP measures. See Appendix for a reconciliation of these non-GAAP measures to the most directly comparable GAAP measures.

Financial outlook (as of August 6, 2026) [1]

	3Q26	FY26
Revenue	$1,135-1,145M	$4.45-4.47B
Non-GAAP operating income [2]	$260-270M	$1.01-1.03B
Non-GAAP EPS [2]	$0.63-0.65	$2.50-2.54
Weighted average diluted shares	Approx. 378M	Approx. 376M

(1) Financial outlook are forward-looking statements. See Safe Harbor for important information about these assumptions and forward-looking statements.
(2) See Appendix for information about these non-GAAP measures.

Long-term margin goal

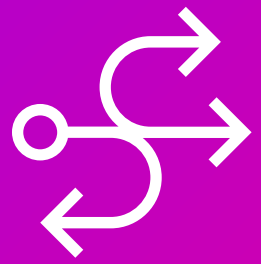
Non-GAAP % (1)	2021	2022	2023	2024	2025	Goal
Operating Margin	16%	19%	23%	25%	22%	25%+
Free Cash Flow Margin	24%	21%	28%	29%	27%	

(1) Non-GAAP measures. See Appendix for a reconciliation of these non-GAAP measures to the most directly comparable GAAP measures.
Operating Margin Goal is a forward-looking statement and speaks as of our Investor Day on February 12, 2026. See Safe Harbor for important information about these assumptions and forward-looking statements.

Capital allocation goals



Generate healthy amounts of FCF



Ensure our leadership has flexibility and capacity to invest



Maintain our thoughtful and disciplined acquisition strategy

Share dilution

2.5-3.0%

Target net dilution related to RSUs/PSUs awarded (1)

(1) Defined as % of weighted average shares outstanding granted as equity awards (options, RSUs, PSUs, etc.) during the period, net of forfeitures and cancellations. Target net dilution is a forward-looking statement. See Safe Harbor for important information about these assumptions and forward-looking statements.

DATADOG

Appendix

Non-GAAP financial measures and other information

The statistical data, estimates and forecasts referenced in this presentation and the accompanying oral presentation are based on independent industry publications or other publicly available information, as well as information based on our internal sources. While we believe the industry and market data included in this presentation and the accompanying oral presentation are reliable and are based on reasonable assumptions, these data involve many assumptions and limitations, and you are cautioned not to give undue weight to these estimates. We have not independently verified the accuracy or completeness of the data contained in these industry publications and other publicly available information.

We define the number of customers as the number of accounts with a unique account identifier for which we have an active subscription in the period indicated. Users of our free trials or tier are not included in our customer count. A single organization with multiple divisions, segments or subsidiaries is generally counted as a single customer. However, in some cases where they have separate billing terms, we may count separate divisions, segments or subsidiaries as multiple customers. Customers as of December 31, 2022 exclude customers from a then-recent acquisition, which did not contribute meaningful revenue during the fiscal year. Other terms such as annual recurring revenue or ARR and dollar-based net revenue retention rate shall have the meanings set forth in our Annual Report. Dollar-based gross retention rate is calculated by first calculating the point-in-time gross retention as the previous year ARR minus ARR attrition over the last 12 months, divided by the previous year ARR. The ARR attrition for each month is calculated by identifying any customer that has changed their account type to a “free tier,” requested a downgrade through customer support or sent a formal termination notice to us during that month, and aggregating the dollars of ARR generated by each such customer in the prior month. We then calculate the dollar-based gross retention rate as the weighted average of the trailing 12-month point-in-time gross retention rates. We believe dollar-based gross retention rate demonstrates the stickiness of the product category we operate in, and of our platform in particular.

Non-GAAP Financial Measures

Datadog discloses the following non-GAAP financial measures in this presentation and the accompanying oral presentation: non-GAAP gross profit, non-GAAP gross margin, non-GAAP operating expenses (sales and marketing, research and development, general and administrative), non-GAAP operating income (loss), non-GAAP operating margin, non-GAAP net income (loss), non-GAAP net income (loss) per diluted share, non-GAAP net income (loss) per basic share, free cash flow and free cash flow margin. Datadog uses each of these non-GAAP financial measures internally to understand and compare operating results across accounting periods, for internal budgeting and forecasting purposes, for short- and long-term operating plans, and to evaluate Datadog’s financial performance. Datadog believes they are useful to investors, as a supplement to GAAP measures, in evaluating its operational performance, as further discussed below. Datadog’s non-GAAP financial measures may not provide information that is directly comparable to that provided by other companies in its industry, as other companies in its industry may calculate non-GAAP financial results differently, particularly related to non-recurring and unusual items. In addition, there are limitations in using non-GAAP financial measures because the non-GAAP financial measures are not prepared in accordance with GAAP and may be different from non-GAAP financial measures used by other companies and exclude expenses that may have a material impact on Datadog’s reported financial results.

Non-GAAP financial measures should not be considered in isolation from, or as a substitute for, financial information prepared in accordance with GAAP. A reconciliation of the historical non-GAAP financial measures to their most directly comparable GAAP measures has been provided in this Appendix.

Datadog defines non-GAAP gross profit, non-GAAP gross margin, non-GAAP operating expenses (sales and marketing, research and development, general and administrative), non-GAAP operating income (loss), non-GAAP operating margin and non-GAAP net income (loss) as the respective GAAP balances, adjusted for, as applicable: (1) stock-based compensation expense; (2) the amortization of acquired intangibles; (3) employer payroll taxes on employee stock transactions; (4) M&A transaction costs; (5) amortization of issuance costs; and (6) an assumed provision for income taxes based on our long-term projected tax rate. Non-GAAP financial measures prior to April 1, 2025 have not been adjusted for M&A transaction costs, as such costs were not material to our results of operations in such prior periods. Our estimated long-term projected tax rate is subject to change for a variety of reasons, including the rapidly evolving global tax environment, significant changes in Datadog's geographic earnings mix, or other changes to our strategy or business operations. We will re-evaluate our long-term projected tax rate as appropriate. Datadog defines free cash flow as net cash provided by operating activities, minus capital expenditures and minus capitalized software development costs. Investors are encouraged to review the reconciliation of these historical non-GAAP financial measures to their most directly comparable GAAP financial measures.

Datadog has not reconciled its expectations as to non-GAAP operating income, or as to non-GAAP net income per share, to their most directly comparable GAAP measure as a result of uncertainty regarding, and the potential variability of, reconciling items such as stock-based compensation and employer payroll taxes on equity incentive plans. Accordingly, reconciliation is not available without unreasonable effort, although it is important to note that these factors could be material to Datadog’s results computed in accordance with GAAP.

GAAP to Non-GAAP reconciliation

Gross profit margin ($000's)

	FY21	FY22	FY23	FY24	FY25	TTM (Jun-26)
Revenue	$1,028,784	$1,675,100	$2,128,359	$2,684,275	$3,427,158	$3,966,725
GAAP gross profit	$794,539	$1,328,357	$1,718,451	$2,168,744	$2,740,201	$3,154,034
GAAP gross margin	**77 %**	**79 %**	**81 %**	**81 %**	**80 %**	**80 %**
Add: Share-based compensation expense included in cost of revenue	4,565	10,827	17,578	26,221	29,729	34,109
Amortization of acquired intangibles	3,792	6,750	8,041	5,642	5,428	5,608
Employer payroll taxes on employee stock transactions	345	266	364	446	695	924
Non-GAAP gross profit	$803,241	$1,346,200	$1,744,434	$2,201,053	$2,776,053	$3,194,675
Non-GAAP gross margin	**78 %**	**80 %**	**82 %**	**82 %**	**81 %**	**81 %**

GAAP to Non-GAAP reconciliation

Operating expenses and operating profit ($000's)

	FY21	FY22	FY23	FY24	FY25	TTM (Jun-26)
Revenue	$1,028,784	$1,675,100	$2,128,359	$2,684,275	$3,427,158	$3,966,725
RESEARCH & DEVELOPMENT						
GAAP R&D expense	$419,769	$752,351	$962,447	$1,152,703	$1,548,451	$1,733,175
GAAP R&D expense as a % of revenue	**41 %**	**45 %**	**45 %**	**43 %**	**45 %**	**44 %**
Less: Share-based compensation expense	101,942	237,120	313,096	363,301	469,526	506,699
Less: Employer payroll taxes on employee stock transactions	8,143	10,384	21,449	31,134	40,183	51,269
Non-GAAP R&D expense	$309,684	$504,847	$627,902	$758,268	$1,038,742	$1,175,207
Non-GAAP R&D expense as a % of revenue	**30 %**	**30 %**	**30 %**	**28 %**	**30 %**	**30 %**
SALES & MARKETING						
GAAP S&M expense	$299,497	$495,288	$609,276	$756,605	$956,423	$1,094,448
GAAP S&M expense as a % of revenue	**29 %**	**30 %**	**29 %**	**28 %**	**28 %**	**28 %**
Less: Share-based compensation expense	35,035	76,735	101,937	122,079	156,472	174,301
Less: Amortization of acquired intangibles	600	825	825	825	945	1,274
Less: Employer payroll taxes on employee stock transactions	6,349	2,766	5,917	4,694	5,923	8,521
Non-GAAP S&M expense	$257,513	$414,962	$500,597	$629,007	$793,083	$910,352
Non-GAAP S&M expense as a % of revenue	**25 %**	**25 %**	**24 %**	**23 %**	**23 %**	**23 %**
GENERAL & ADMINISTRATIVE						
GAAP G&A expense	$94,429	$139,413	$180,192	$205,152	$279,700	$310,082
GAAP G&A expense as a % of revenue	**9 %**	**8 %**	**8 %**	**8 %**	**8 %**	**8 %**
Less: Share-based compensation expense	22,195	38,472	49,689	58,735	94,944	107,927
Less: Employer payroll taxes on employee stock transactions	1,248	830	4,811	6,852	6,999	8,093
Less: M&A transaction costs [(1)]	—	—	—	—	1,574	2,906
Non-GAAP G&A expense	$70,986	$100,111	$125,692	$139,565	$177,757	$191,156
Non-GAAP G&A expense as a % of revenue	**7 %**	**6 %**	**6 %**	**5 %**	**5 %**	**5 %**
Reconciliation of operating (loss) income and operating margin						
GAAP operating (loss) income	$(19,156)	$(58,695)	$(33,464)	$54,284	$(44,373)	$16,329
Add: Stock-based compensation expense	163,737	363,154	482,300	570,336	750,671	823,036
Add: Amortization of acquired intangibles	4,392	7,575	8,866	6,467	6,373	6,882
Add: Employer payroll taxes on employee stock transactions	16,085	14,246	32,541	43,126	53,800	68,807
Add: M&A transaction costs [(1)]	—	—	—	—	1,574	2,906
Non-GAAP operating income	$165,058	$326,280	$490,243	$674,213	$768,046	$917,961
GAAP operating margin	**(2)%**	**(4)%**	**(2)%**	**2 %**	**(1)%**	**— %**
Non-GAAP operating margin	**16 %**	**19 %**	**23 %**	**25 %**	**22 %**	**23 %**

(1) The year ended December 31, 2025 was adjusted for M&A transaction costs, and these adjustments were applied prospectively, as these costs were not material to the consolidated results of operations in the prior periods.

Free cash flow bridge

Free cash flow ($000's)

	FY21	FY22	FY23	FY24	FY25	TTM (Jun-26)
Revenue	$1,028,784	$1,675,100	$2,128,359	$2,684,275	$3,427,158	$3,966,725
Cash flow from operations	**$286,545**	**$418,407**	**$659,954**	**$870,603**	**$1,050,135**	**$1,229,033**
Capex	(9,956)	(35,261)	(27,586)	(34,719)	(49,578)	(46,925)
Capitalized software development costs	(26,069)	(29,628)	(34,820)	(60,781)	(85,840)	(109,340)
Free cash flow	**$250,520**	**$353,518**	**$597,548**	**$775,103**	**$914,717**	**$1,072,768**
Free cash flow margin	24 %	21 %	28 %	29 %	27 %	27 %