

DATADOG

# Investor Presentation

February 2026

# Safe harbor

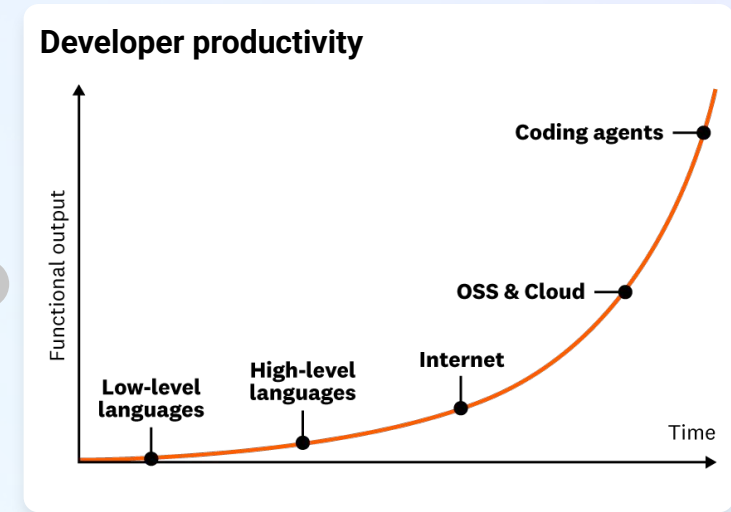
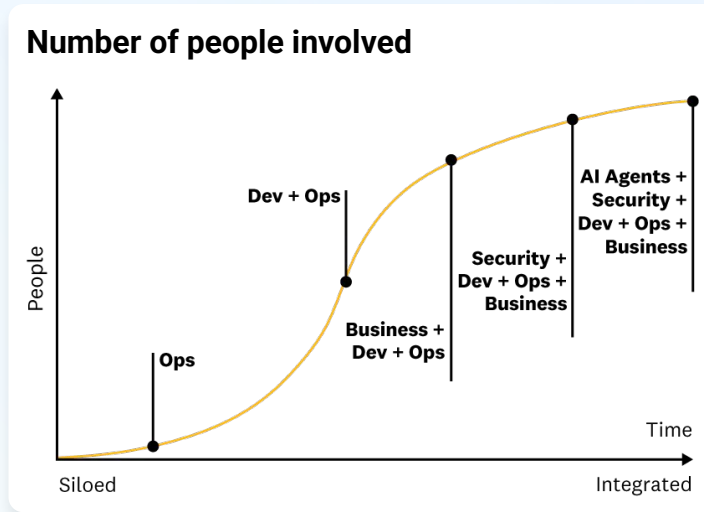
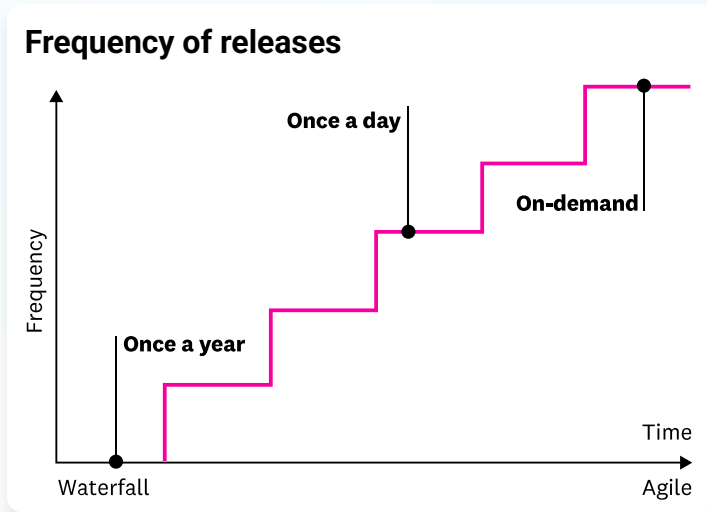
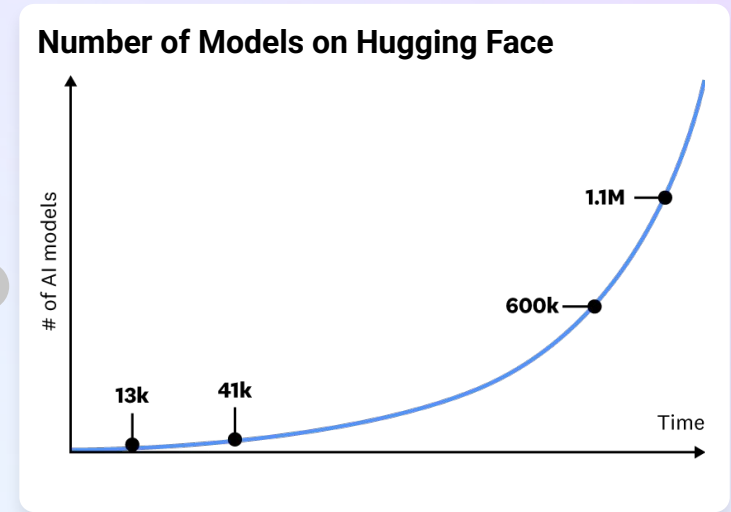
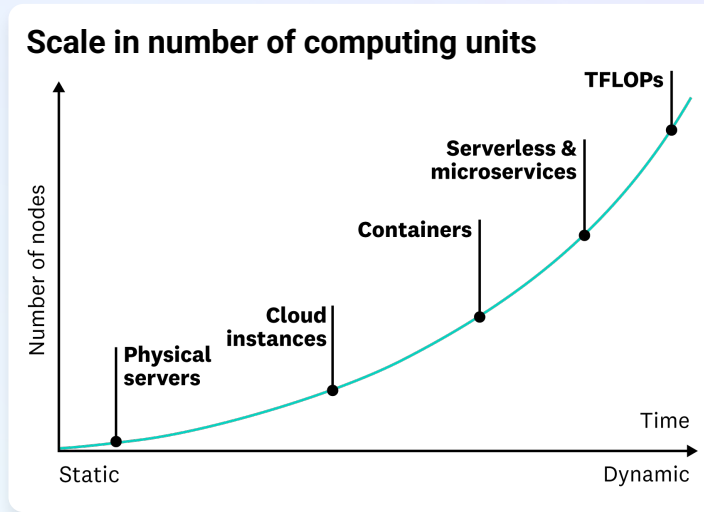
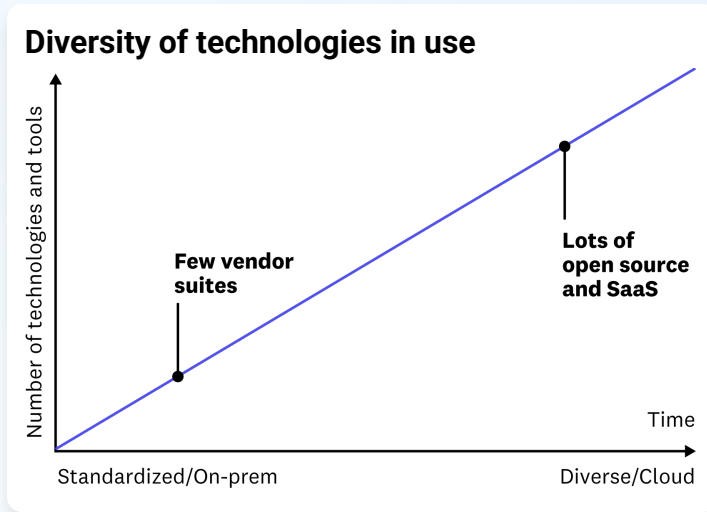
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The risks and uncertainties referred to above include, but are not limited to (1) our recent rapid growth may not be indicative of our future growth; (2) our history of operating losses; (3) our limited operating history; (4) our dependence on existing 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 September 30, 2025. 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.

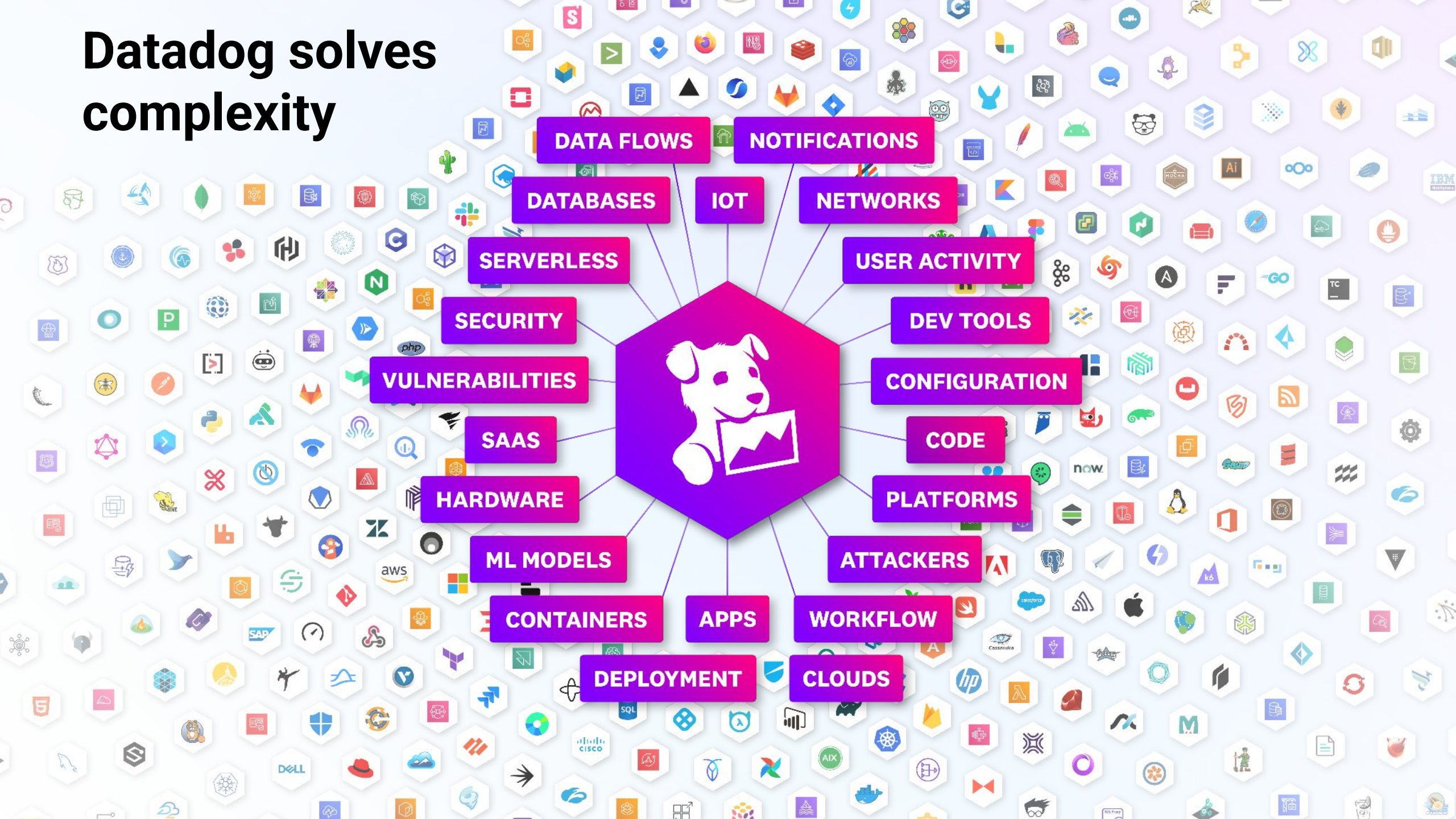
**Datadog is the AI-powered  
observability and security  
platform for cloud  
applications**

# AI compounds complexity

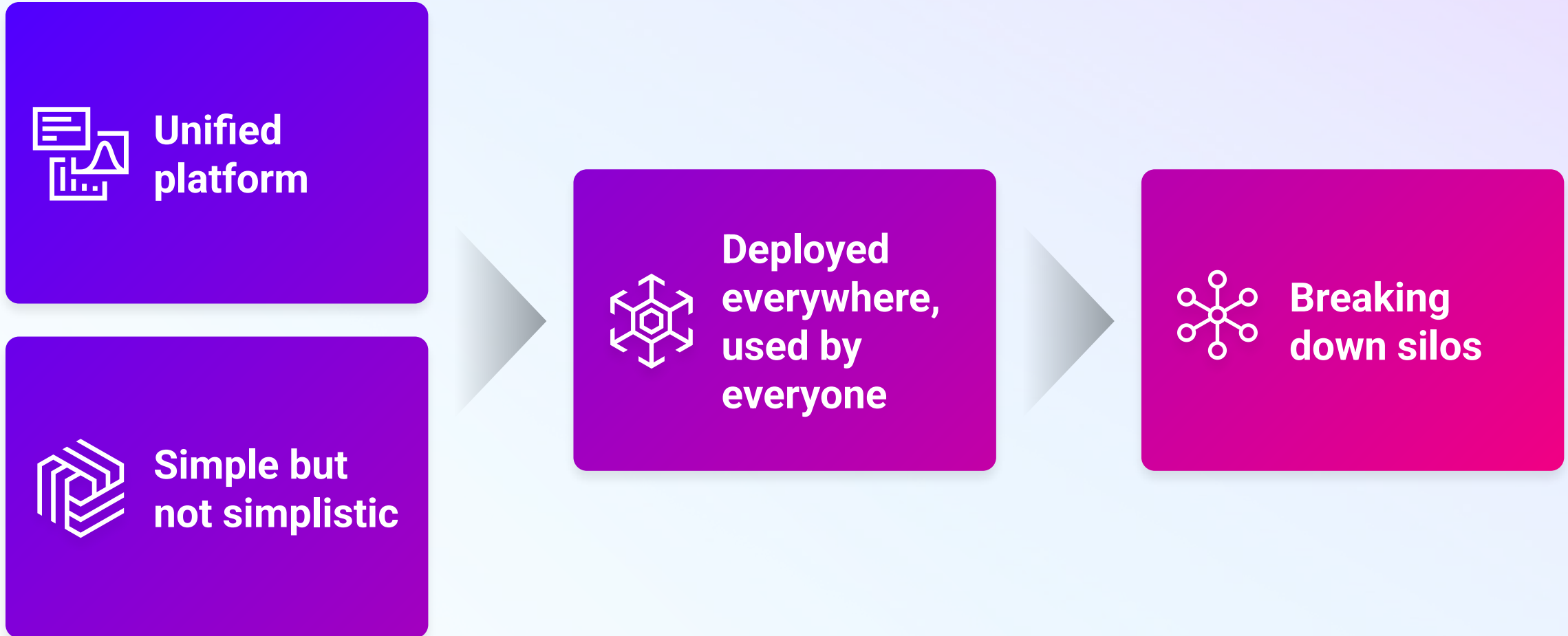


Source for number of models: Hugging Face Hub Stats Dashboard, cfahlgren1, 2025.

# Datadog solves complexity

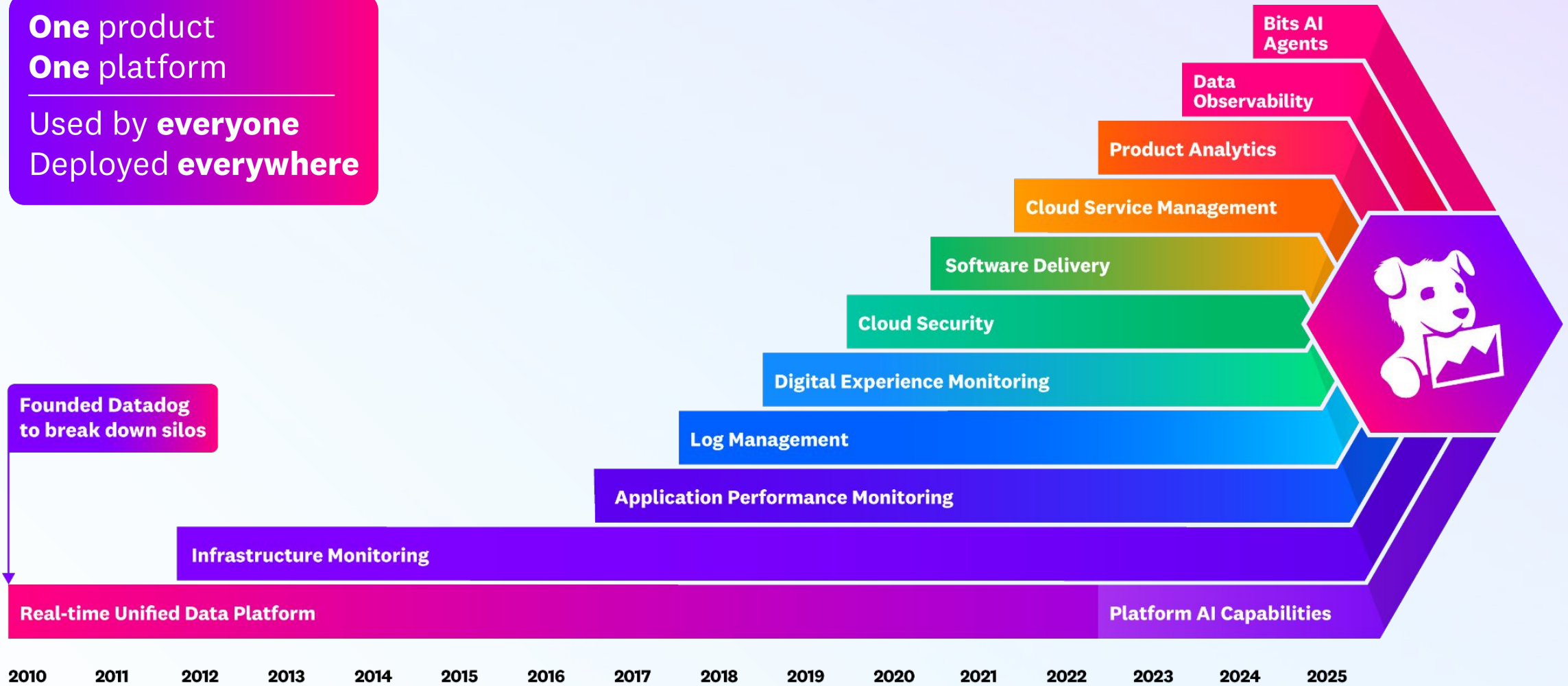


# Datadog breaks down silos

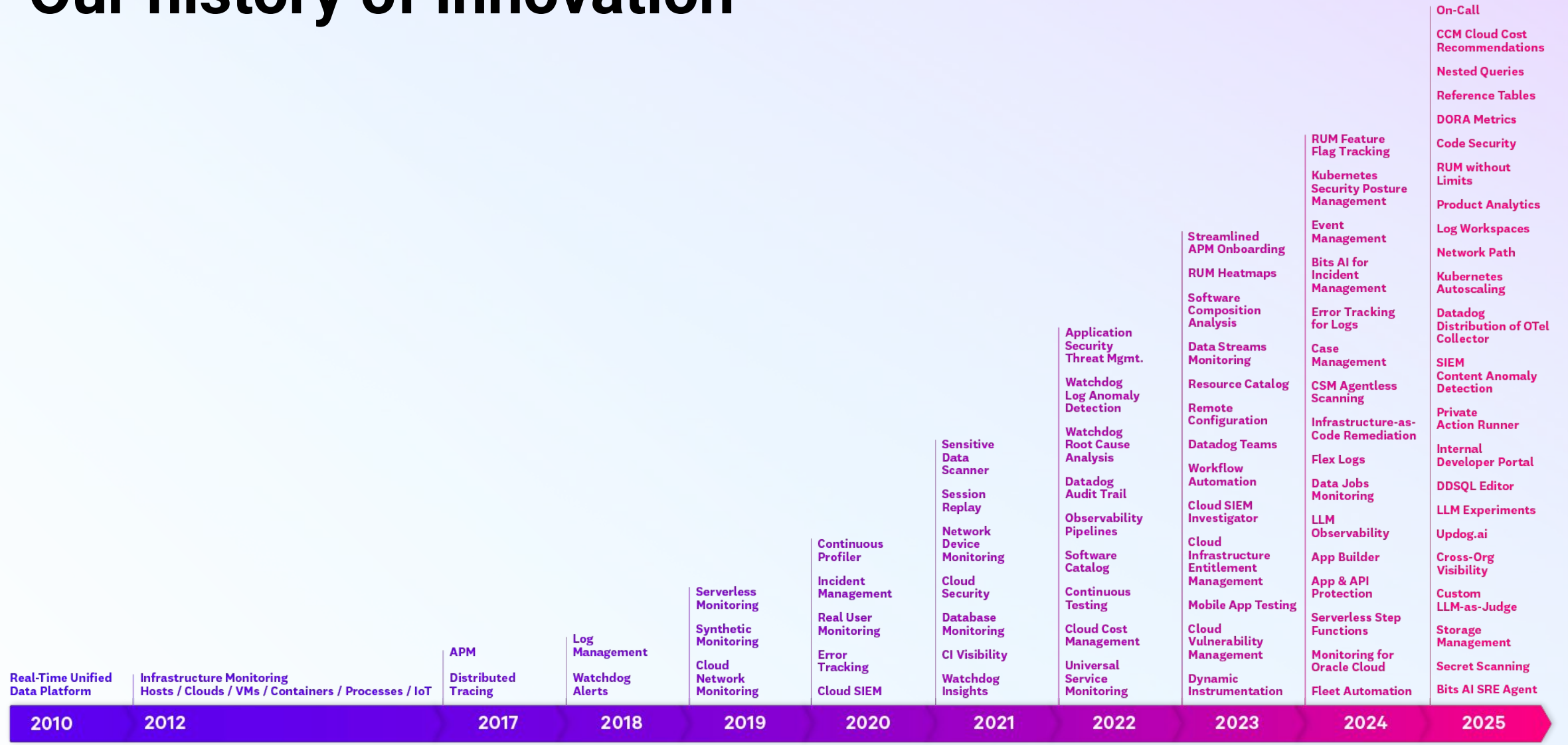


# Our history of innovation

**One** product  
**One** platform  
Used by **everyone**  
Deployed **everywhere**



# 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

## Security

Cloud Security  
 Code Security  
 Cloud SIEM  
 Sensitive Data Scanner  
 Workload Protection  
 App and API Protection

## Software Delivery

CI Visibility  
 Test Optimization  
 Continuous Testing  
 Error Tracking  
 Feature Flags

## Service Management

On-Call  
 Incident Management  
 Event Management  
 Workflow Automation  
 App Builder  
 Bits AI SRE Agent

### AI

Natural Language Querying • Root Cause Analysis • Anomaly Detection • Impact Analysis • Proactive Alerts • Autonomous Investigations • Bits AI

### Shared Platform Services

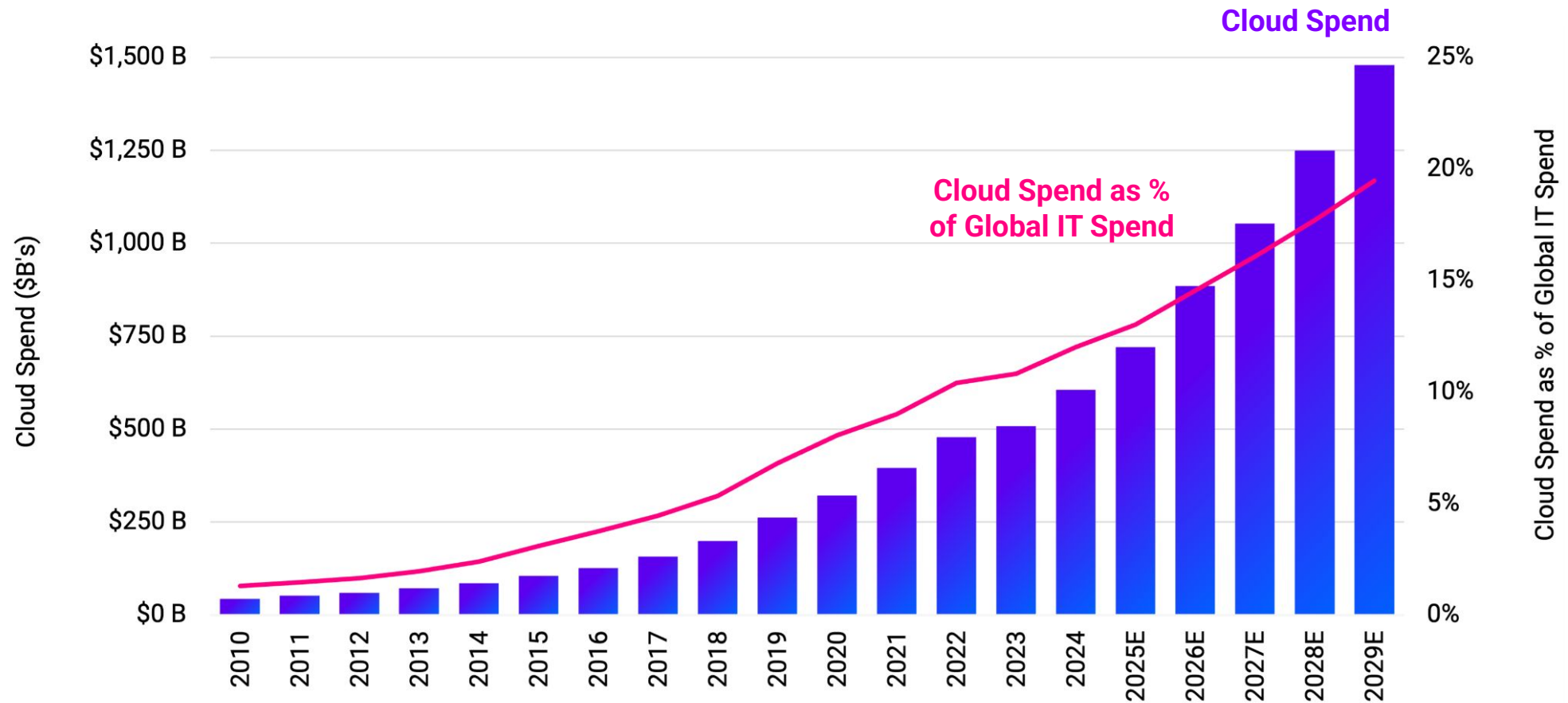
Dashboards • CoScreen • Teams • Agent • OpenTelemetry • Notebooks • Software Catalog • IDE Plugins • ChatOps • SLOs • Case Management

 UNIFIED METRICS, LOGS, TRACES, SESSIONS

1,000+ INTEGRATIONS

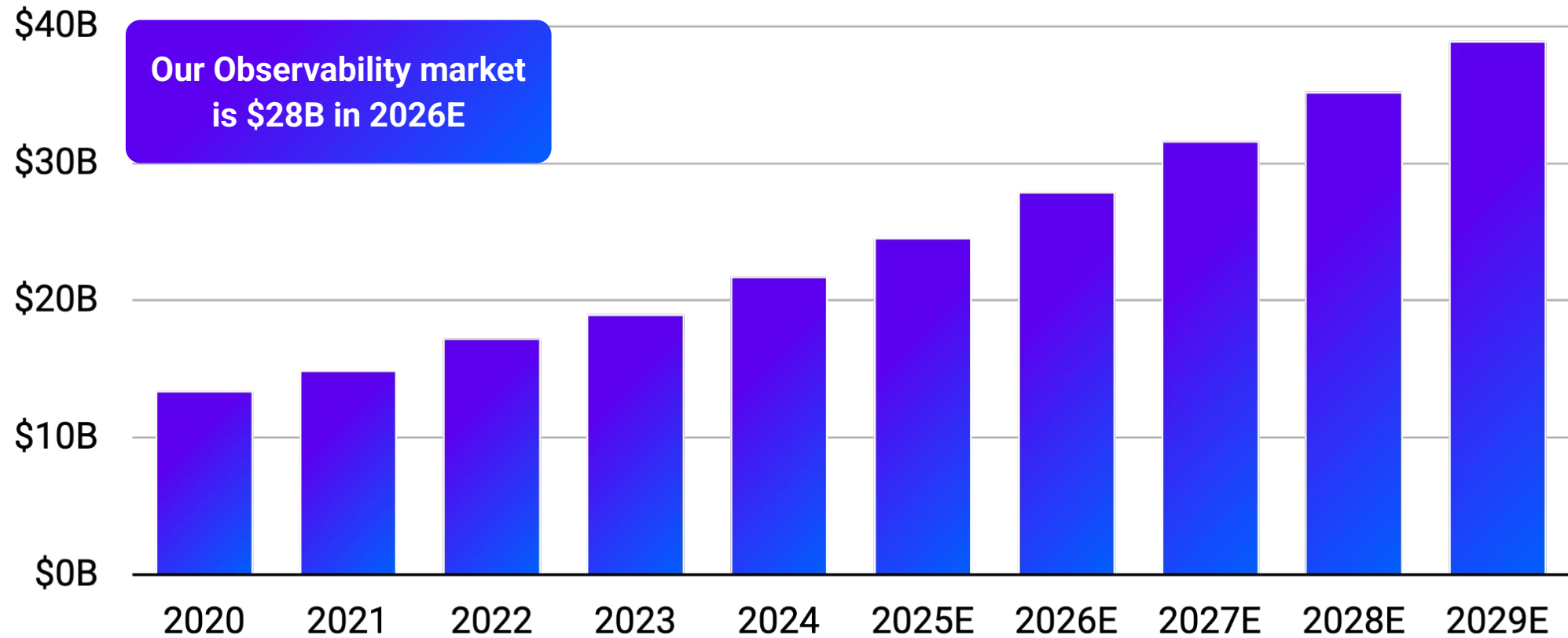
# Cloud migration and digital transformation

## Cloud spend continues to grow rapidly



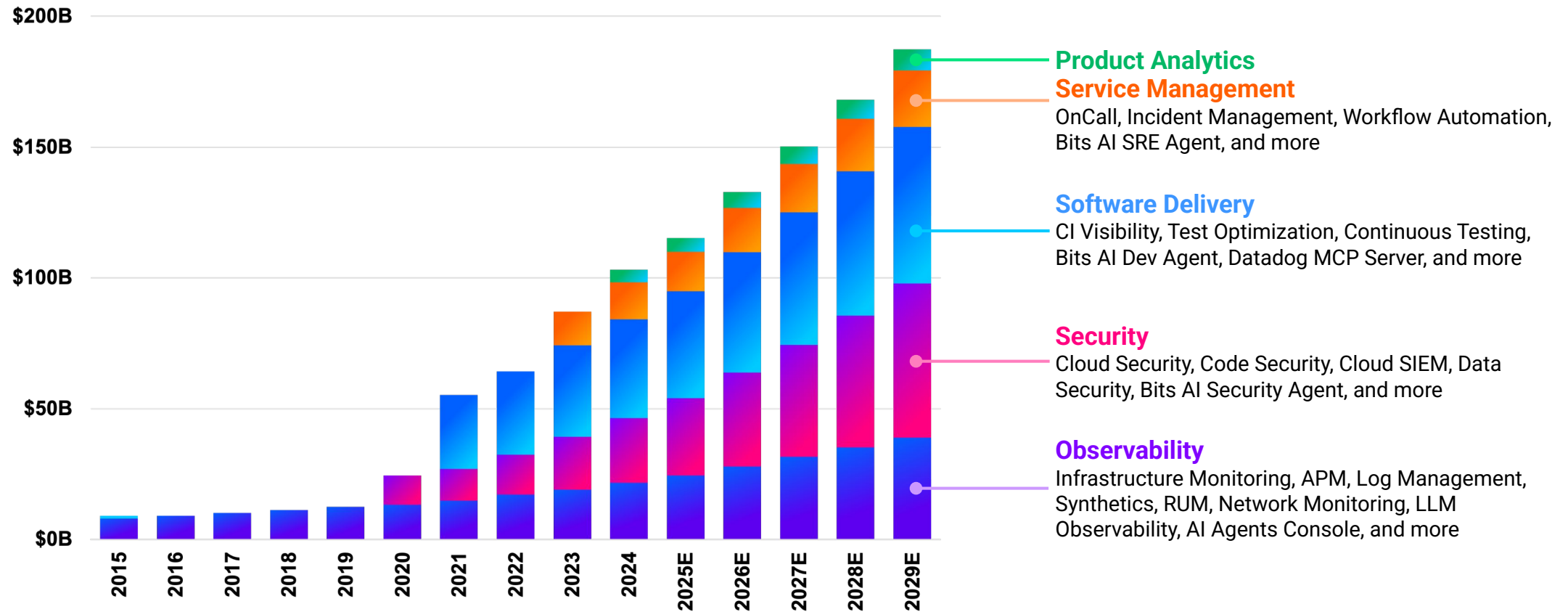
# Large and Growing Observability TAM

Gartner Health & Performance Analytics category, 2020-2029E



# We are adding multiple markets

## Datadog market opportunity by major product area



## INDUSTRY RECOGNITION

# Datadog named a Leader in the 2025 Gartner® Magic Quadrant™ for Observability Platforms

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## INDUSTRY RECOGNITION

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

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## THE FORRESTER WAVE™

AIOps Platforms

Q2 2025



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## INDUSTRY RECOGNITION

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

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# Datadog scales across ~32,700 global customers

Customers who are transforming



Customers who are born in cloud

**BOSE**



accenture



PORSCHE  
INFORMATIK

SONOS



NTT  
docomo

Kroger

SoFi



ACTIVISION®



zoom

**Trillions**  
of data points per/hr



HITACHI



asana



Sotheby's  
EST. 1744



SiriusXM



Nasdaq

(1) Customers as of September 2025.

# Financial overview

# Datadog today (1)

## FINANCIAL

**\$3.43B** **+28%**  
TTM revenue TTM Y/Y growth

**22%**  
TTM non-GAAP operating margin

**27%**  
TTM free cash flow margin

**About 120%**  
Dollar-based TTM net retention rate

**\$4.5B**  
Cash, cash equivalents, and marketable securities

## CUSTOMERS

**~32,700**  
Total customers

**~4,310**  
\$100k+ ARR customers

## PLATFORM ADOPTION

**55%**  
Customers using 4+ products

**33%**  
Customers using 6+ products

**18%**  
Customers using 8+ products

**9%**  
Customers using 10+ products

## 25 PRODUCTS IN AN INTEGRATED DATA PLATFORM

### Infra Monitoring

- Infra Monitoring
- Cloud Cost Mgmt
- Networking Monitoring

### Log Management

- Log Management
- Observability Pipelines

### Security

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

### Application Performance Monitoring

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

### Cloud Service Management

- OnCall
- Incident Mgmt
- Bits AI SRE Agent
- Event Mgmt
- Workflow Automation

### Digital Experience Monitoring

- Synthetic Monitoring
- Product Analytics
- Real User Monitoring

### Software Delivery

- CI Visibility
- Feature Flags
- Error Tracking

## PEOPLE

**~8,100 in 35**  
**countries**<sup>(2)</sup>

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

**Gartner**

(1) All data as of December 31, 2025. 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**

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**2**

**Deployment of GenAI and agentic applications driving cloud usage**

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**3**

**Growing and retaining customers**

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**4**

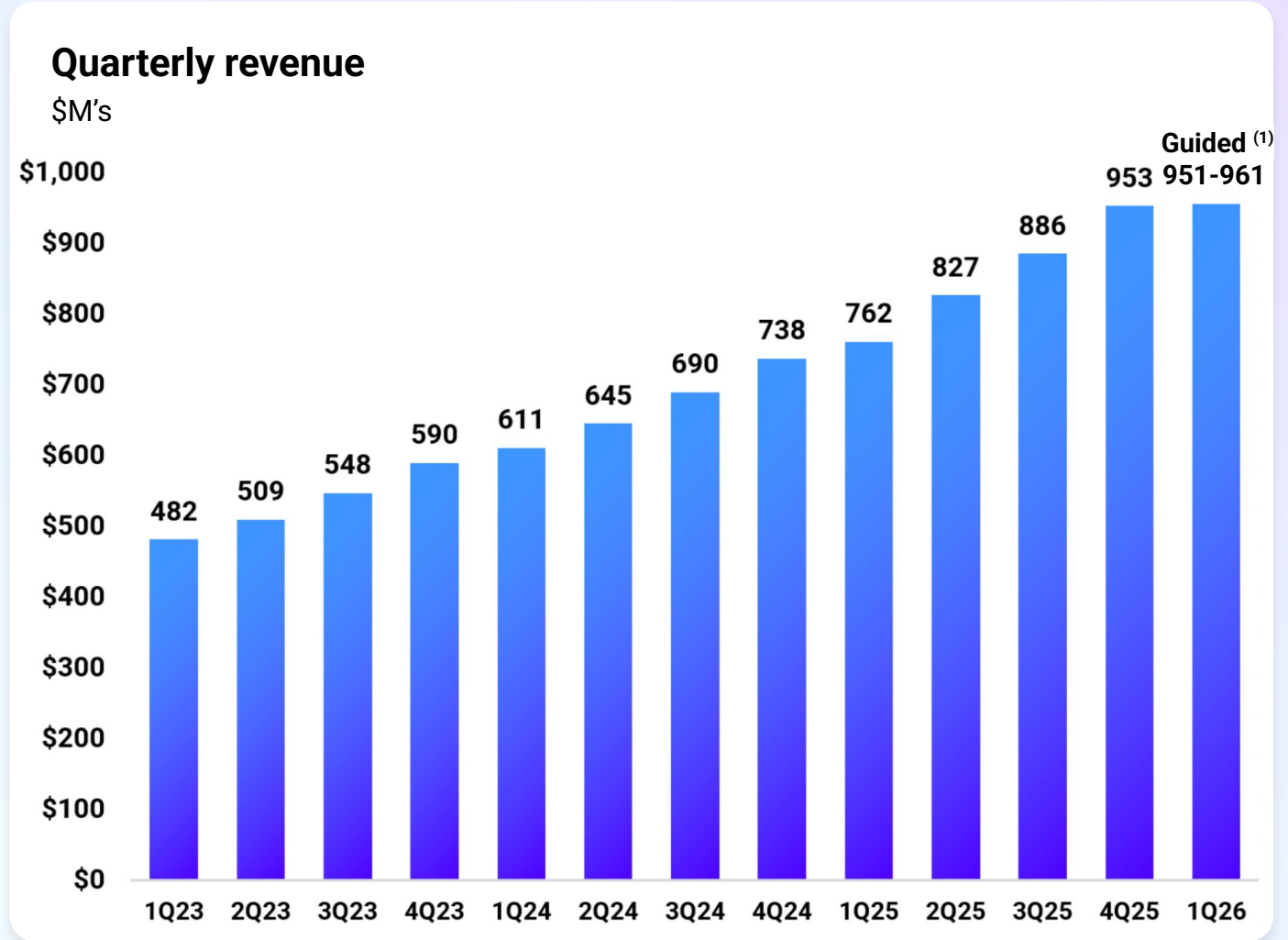
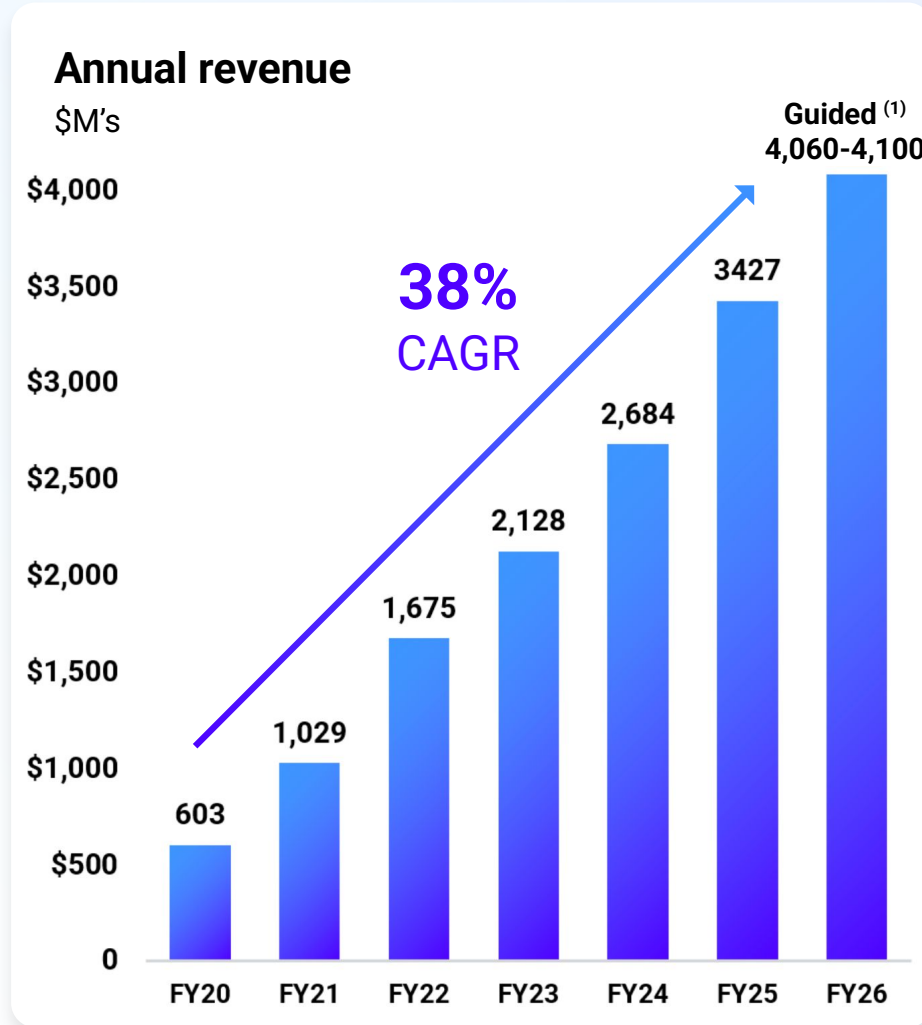
**Expanding products / use cases for customers**

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**5**

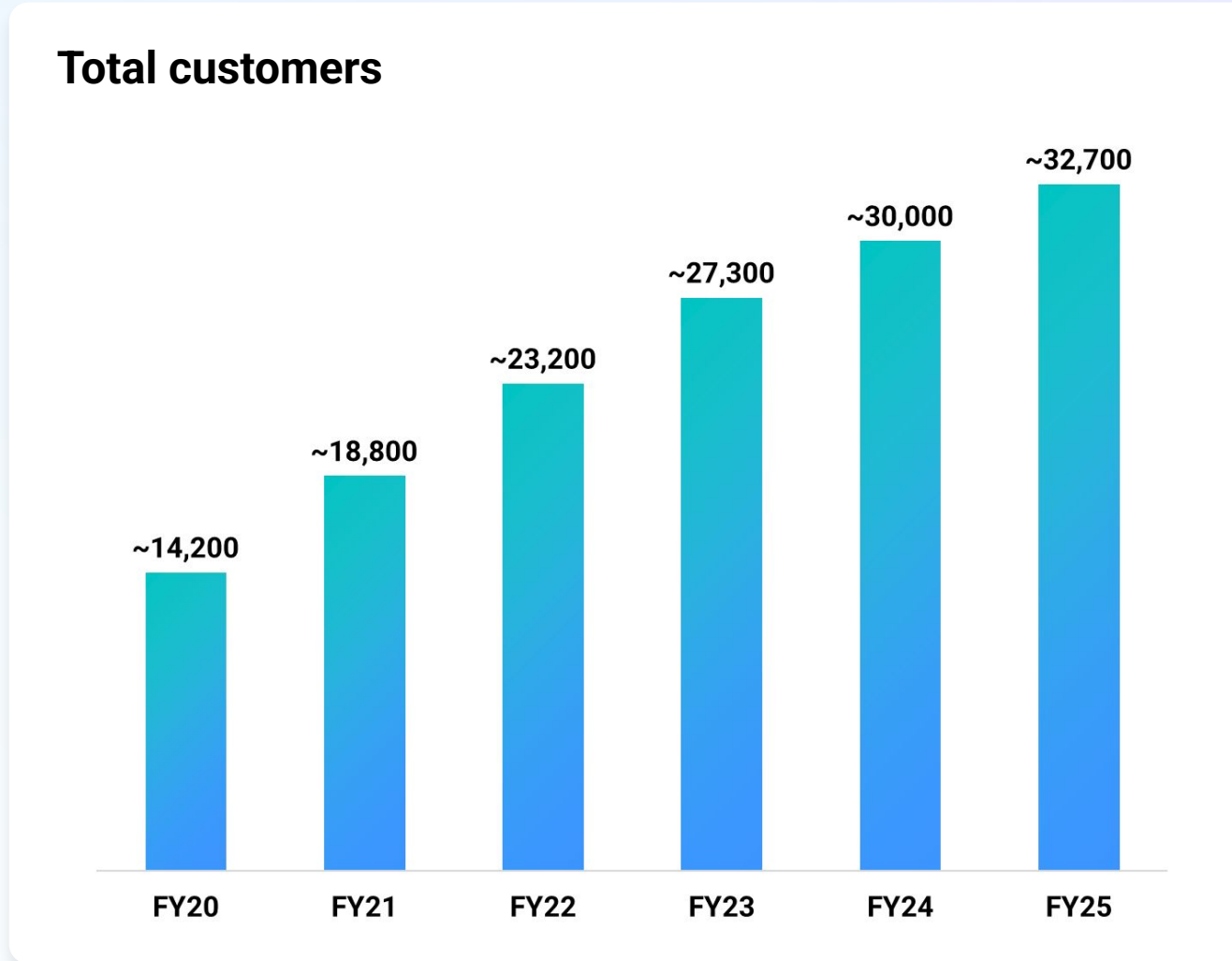
**Adding new markets beyond Observability**

# Rapid revenue growth



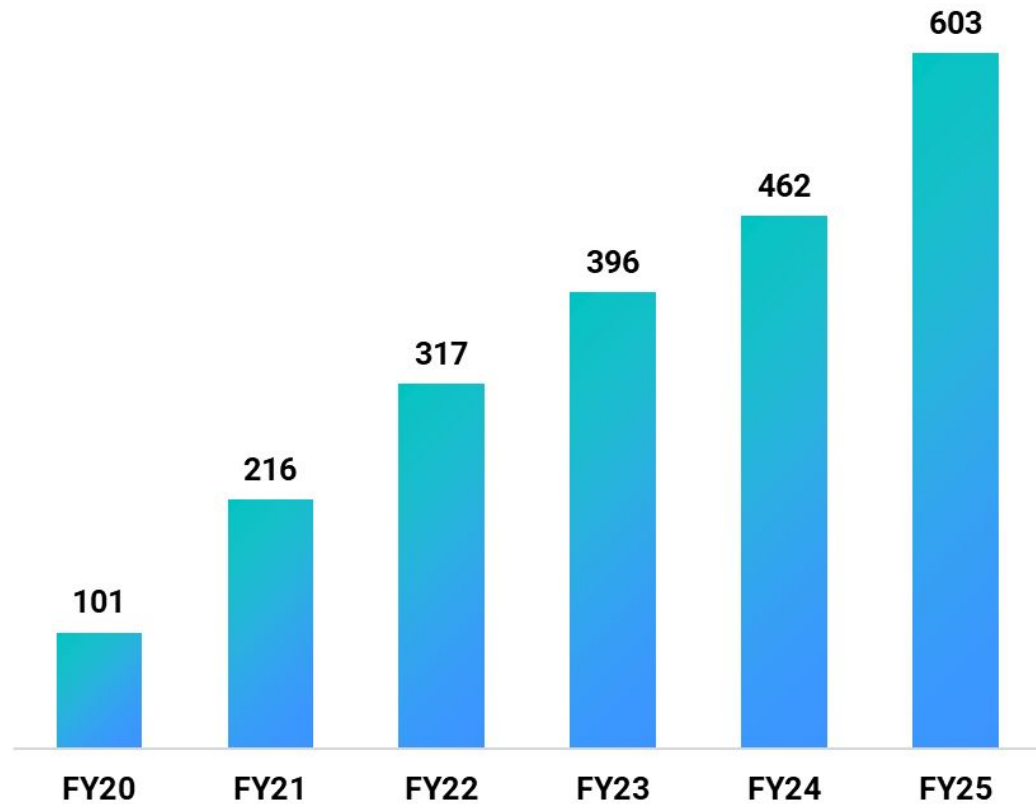
(1) Guided revenues are forward-looking statements as of February 10, 2026. See Safe Harbor for important information about these assumptions and forward-looking statements.

# Strong customer growth

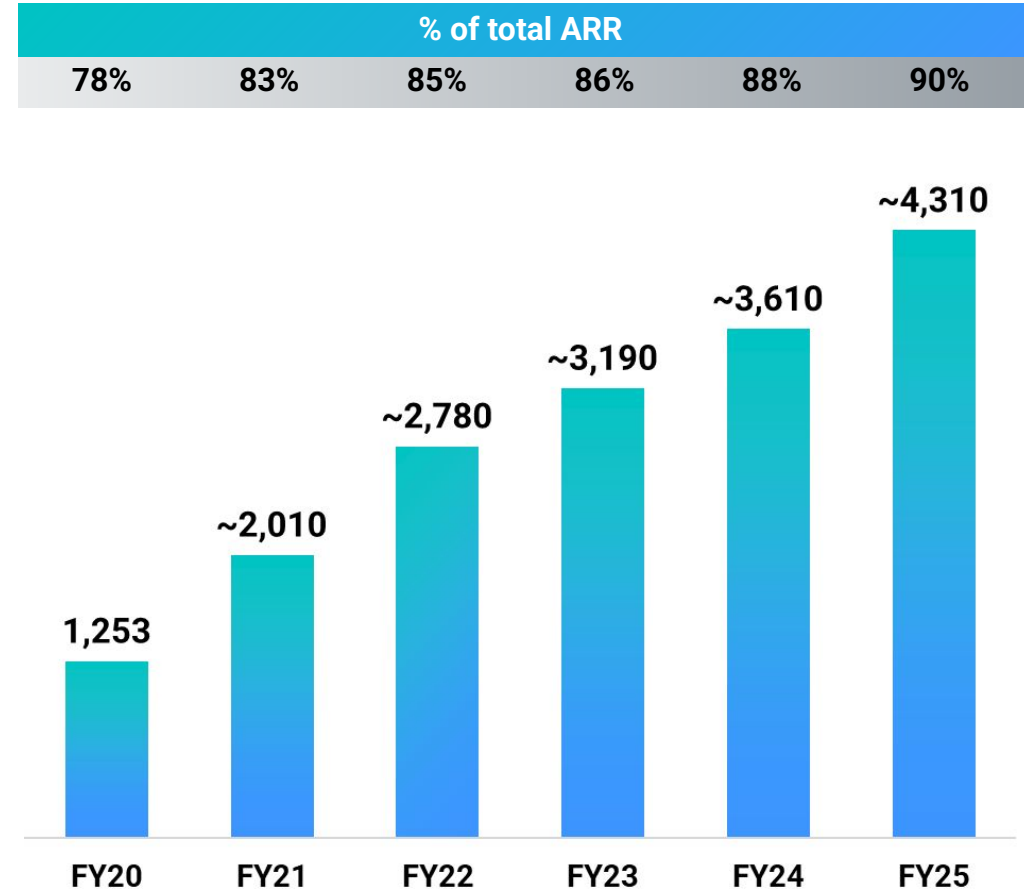


# Strong customer growth

# of customers with ARR \$1M+



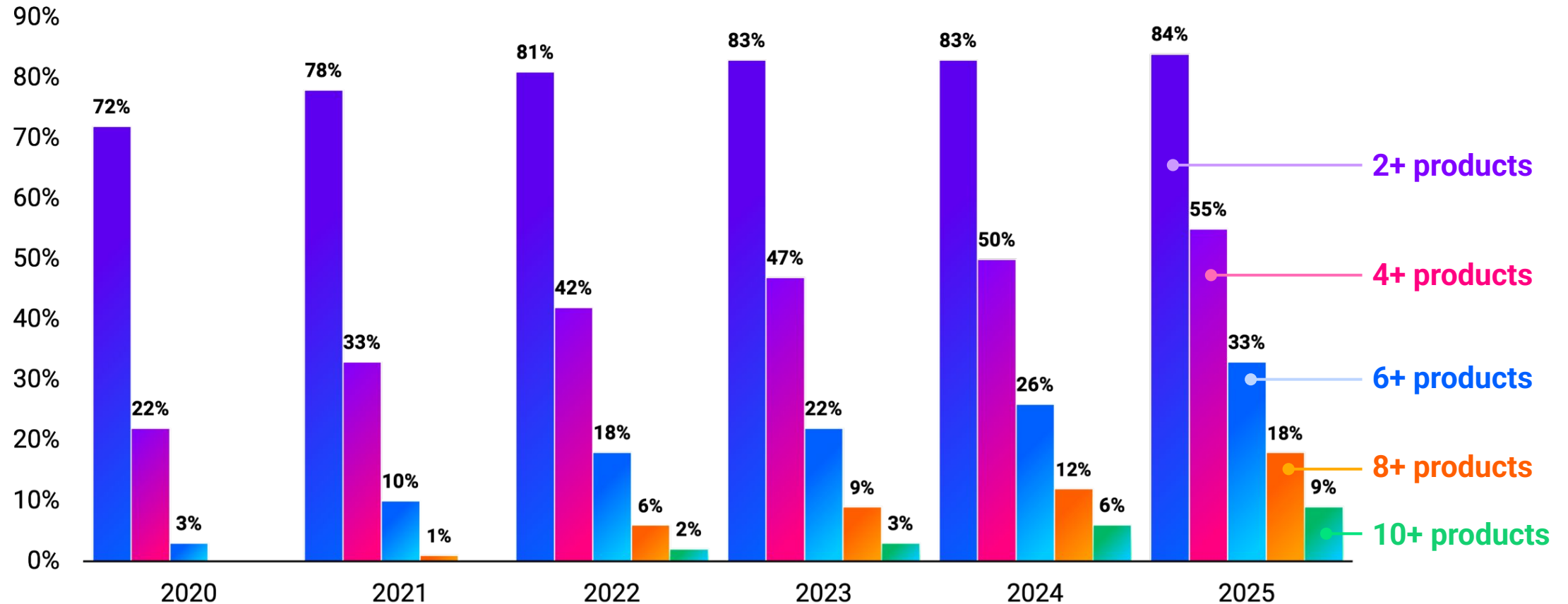
# of customers with ARR \$100K+



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

# Multi-Product Adoption

Multi-product adoption



# Strong retention and upsell

**Mid-to-high**

**90%<sup>s</sup>**

Dollar-based  
gross retention rate

**About**

**120%**

Dollar-based  
net retention rate

# Financial summary

	FY20	FY21	FY22	FY23	FY24	FY25
<b>Revenue</b>	\$ 603M	\$1,029M	\$1,675M	\$2,128M	\$2,684M	\$3,427M
<b>% Y/Y growth</b>	66%	70%	63%	27%	26%	28%
<b>Gross margin<sup>(1)</sup></b>	79%	78%	80%	82%	82%	81%
<b>Research &amp; development margin<sup>(1)</sup></b>	29%	30%	30%	30%	28%	30%
<b>Sales &amp; marketing margin<sup>(1)</sup></b>	31%	25%	25%	24%	23%	23%
<b>General &amp; administrative margin<sup>(1)</sup></b>	8%	7%	6%	6%	5%	5%
<b>Operating profit<sup>(1)</sup></b>	\$64M	\$165M	\$326M	\$490M	\$674M	\$768M
<b>Operating margin<sup>(1)</sup></b>	11%	16%	19%	23%	25%	22%
<b>Free cash flow<sup>(1)</sup></b>	\$83M	\$251M	\$354M	\$598M	\$775M	\$915M
<b>Free cash flow margin<sup>(1)</sup></b>	14%	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.

# Financial outlook (as of February 10, 2026) <sup>(1)</sup>

	1Q26	FY26
<b>Revenue</b>	\$951-961M	\$4,060-4,100M
<b>Non-GAAP operating income <sup>(2)</sup></b>	\$195-205M	\$840-880M
<b>Non-GAAP EPS <sup>(2)</sup></b>	\$0.49-0.51	\$2.08-2.16
<b>Weighted average diluted shares</b>	Approx. 367M	Approx. 372M

(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

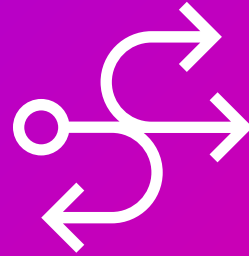
Non-GAAP % <sup>(1)</sup>	2019	2020	2021	2022	2023	2024	2025	Goal
Operating Margin	-1%	11%	16%	19%	23%	25%	22%	25%+
Free Cash Flow Margin	0%	14%	24%	21%	28%	29%	27%	

(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.

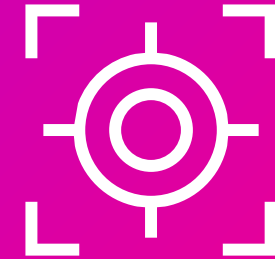
# Capital allocation goals



**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 <sup>(1)</sup>

(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.

# 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)

	FY20	FY21	FY22	FY23	FY24	FY25
Revenue	\$603,466	\$1,028,784	\$1,675,100	\$2,128,359	\$2,684,275	\$3,427,158
GAAP gross profit	\$473,269	\$794,539	\$1,328,357	\$1,718,451	\$2,168,744	\$2,740,201
<b>GAAP gross margin</b>	<b>78 %</b>	<b>77 %</b>	<b>79 %</b>	<b>81 %</b>	<b>81 %</b>	<b>80 %</b>
Add:						
Share-based compensation expense included in cost of revenue	\$1,794	\$4,565	\$10,827	\$17,578	\$26,221	\$29,729
Amortization of acquired intangibles	\$943	\$3,792	\$6,750	\$8,041	\$5,642	\$5,428
Employer payroll taxes on employee stock transactions	\$187	\$345	\$266	\$364	\$446	\$695
Non-GAAP gross profit	\$476,193	\$803,241	\$1,346,200	\$1,744,434	\$2,201,053	\$2,776,053
<b>Non-GAAP gross margin</b>	<b>79 %</b>	<b>78 %</b>	<b>80 %</b>	<b>82 %</b>	<b>82 %</b>	<b>81 %</b>

# GAAP to Non-GAAP reconciliation

## Operating expenses and operating profit (\$'000's)

	FY20	FY21	FY22	FY23	FY24	FY25
Revenue	\$603,466	\$1,028,784	\$1,675,100	\$2,128,359	\$2,684,275	\$3,427,158
<b>RESEARCH &amp; DEVELOPMENT</b>						
GAAP R&D expense	\$210,626	\$419,769	\$752,351	\$962,447	\$1,152,703	\$1,548,451
<b>GAAP R&amp;D expense as a % of revenue</b>	<b>35 %</b>	<b>41 %</b>	<b>45 %</b>	<b>45 %</b>	<b>43 %</b>	<b>45 %</b>
Less: Share-based compensation expense	38,008	101,942	237,120	313,096	363,301	469,526
Less: Employer payroll taxes on employee stock transactions	2,836	8,143	10,384	21,449	31,134	40,183
Add: Other Non-GAAP adj. <sup>(1)</sup>	\$(2,729)	—	—	—	—	—
Non-GAAP R&D expense	\$172,511	\$309,684	\$504,847	\$627,902	\$758,268	\$1,038,742
<b>Non-GAAP R&amp;D expense as a % of revenue</b>	<b>29 %</b>	<b>30 %</b>	<b>30 %</b>	<b>30 %</b>	<b>28 %</b>	<b>30 %</b>
<b>SALES &amp; MARKETING</b>						
GAAP S&M expense	\$213,660	\$299,497	\$495,288	\$609,276	\$756,605	\$956,423
<b>GAAP S&amp;M expense as a % of revenue</b>	<b>35 %</b>	<b>29 %</b>	<b>30 %</b>	<b>29 %</b>	<b>28 %</b>	<b>28 %</b>
Less: Share-based compensation expense	20,467	35,035	76,735	101,937	122,079	156,472
Less: Amortization of acquired intangibles	—	600	825	825	825	945
Less: Employer payroll taxes on employee stock transactions	3,756	6,349	2,766	5,917	4,694	5,923
Add: Other Non-GAAP adj. <sup>(1)</sup>	(449)	—	—	—	—	—
Non-GAAP S&M expense	\$189,886	\$257,513	\$414,962	\$500,597	\$629,007	\$793,083
<b>Non-GAAP S&amp;M expense as a % of revenue</b>	<b>31 %</b>	<b>25 %</b>	<b>25 %</b>	<b>24 %</b>	<b>23 %</b>	<b>23 %</b>
<b>GENERAL &amp; ADMINISTRATIVE</b>						
GAAP G&A expense	\$62,756	\$94,429	\$139,413	\$180,192	\$205,152	\$279,700
<b>GAAP G&amp;A expense as a % of revenue</b>	<b>10 %</b>	<b>9 %</b>	<b>8 %</b>	<b>8 %</b>	<b>8 %</b>	<b>8 %</b>
Less: Share-based compensation expense	14,105	22,195	38,472	49,689	58,735	94,944
Less: Employer payroll taxes on employee stock transactions	839	1,248	830	4,811	6,852	6,999
Less: M&A transaction costs <sup>(2)</sup>	—	—	—	—	—	1,574
Add: Other Non-GAAP adj. <sup>(1)</sup>	(2,383)	—	—	—	—	—
Non-GAAP G&A expense	\$50,195	\$70,986	\$100,111	\$125,692	\$139,565	\$177,757
<b>Non-GAAP G&amp;A expense as a % of revenue</b>	<b>8 %</b>	<b>7 %</b>	<b>6 %</b>	<b>6 %</b>	<b>5 %</b>	<b>5 %</b>
<b>Reconciliation of operating (loss) income and operating margin</b>						
GAAP operating (loss) income	\$(13,773)	\$(19,156)	\$(58,695)	\$(33,464)	\$54,284	\$(44,373)
Add: Stock-based compensation expense	74,374	163,737	363,154	482,300	570,336	750,671
Add: Amortization of acquired intangibles	943	4,392	7,575	8,866	6,467	6,373
Add: Employer payroll taxes on employee stock transactions	7,618	16,085	14,246	32,541	43,126	53,800
Add: M&A transaction costs <sup>(2)</sup>	—	—	—	—	—	1,574
Add: Other Non-GAAP adj. <sup>(1)</sup>	(5,561)	—	—	—	—	—
Non-GAAP operating income	\$63,601	\$165,058	\$326,280	\$490,243	\$674,213	\$768,046
<b>GAAP operating margin</b>	<b>(2)%</b>	<b>(2)%</b>	<b>(4)%</b>	<b>(2)%</b>	<b>2 %</b>	<b>(1)%</b>
<b>Non-GAAP operating margin</b>	<b>11 %</b>	<b>16 %</b>	<b>19 %</b>	<b>23 %</b>	<b>25 %</b>	<b>22 %</b>

(1) Non-cash benefit related to the release of a non-income tax liability

(2) The year ended December 31, 2025 is adjusted for M&A transaction costs, and these adjustments are 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)

	FY20	FY21	FY22	FY23	FY24	FY25
Revenue	\$603,466	\$1,028,784	\$1,675,100	\$2,128,359	\$2,684,275	\$3,427,158
<b>Cash flow from operations</b>	<b>\$109,091</b>	<b>\$286,545</b>	<b>\$418,407</b>	<b>\$659,954</b>	<b>\$870,603</b>	<b>\$1,050,135</b>
Capex	(5,415)	(9,956)	(35,261)	(27,586)	(34,719)	(49,578)
Capitalized software developmental costs	(20,468)	(26,069)	(29,628)	(34,820)	(60,781)	(85,840)
<b>Free cash flow</b>	<b>\$83,208</b>	<b>\$250,520</b>	<b>\$353,518</b>	<b>\$597,548</b>	<b>\$775,103</b>	<b>\$914,717</b>
Free cash flow margin	14 %	24 %	21 %	28 %	29 %	27 %