



Q3 FY2026

Earnings Presentation

December 4, 2025

Safe Harbor

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Financial Information

Use of Non-GAAP Financial Measures

In addition to our results determined in accordance with U.S. generally accepted accounting principles (“GAAP”), we believe non-GAAP measures used in this presentation, such as non-GAAP Gross Margin, non-GAAP Operating Margin, non-GAAP Net Income Margin, and Free Cash Flow Margin, are useful in evaluating our operating performance. We use such non-GAAP financial information to evaluate our ongoing operations and for internal planning and forecasting purposes. We believe that non-GAAP financial information, when taken collectively, may be helpful to investors because it provides consistency and comparability with past financial performance. However, non-GAAP financial information is presented for supplemental informational purposes only, has limitations as an analytical tool, and should not be considered in isolation or as a substitute for financial information presented in accordance with GAAP. Other companies, including companies in our industry, may calculate similarly titled non-GAAP measures differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of our non-GAAP financial measures as tools for comparison. In addition, the utility of Free Cash Flow Margin as a measure of our liquidity is limited as it does not represent the total increase or decrease in our cash balance for a given period.

Investors are encouraged to review the related GAAP financial measures and the reconciliation of these non-GAAP financial measures to their most directly comparable GAAP financial measures and not rely on any single financial measure to evaluate our business.

Please see the appendix included at the end of this presentation for a discussion of non-GAAP financial measures and a reconciliation of historical non-GAAP measures to historical GAAP measures.

Our Fiscal Year

Our fiscal year end is January 31, and our fiscal quarters end on April 30, July 31, October 31 and January 31.

Q3 FY26 Results

✓ Top-Tier Growth and Margin Improvement

✓ Record ARR per Customer

✓ ~50% of bookings from emerging products, supported by triple-digit growth of Singularity Data

✓ Acquired Observo AI, a Leading AI-native Data Pipeline Platform

23%

ARR Growth
\$1,055M

20%

Growth in Customers
\$100K+ ARR

~50%

Emerging Products % of Quarterly Bookings

23%

Revenue Growth
\$259M

79%

Gross Margin

7%

Operating Margin
Nearly 1,200 bps Improvement (Y/Y)

Delivering Top-Tier Growth While Driving Operating Leverage

Q3 FY26 Performance Highlights

Top-Tier Growth and Margin Improvement

- 23% ARR Growth – positive Net New ARR growth sequentially and year-over-year
- On the path to sustainable profitability both on a quarterly and annual basis

Customer Growth

- 20% Growth of \$100K+ ARR customers reflecting momentum with global enterprises
- Record ARR per customer driven by increasing platform adoption

Platform Momentum

- Data: triple-digit bookings growth and demand momentum for AI SIEM
- ~50% of quarterly bookings from Emerging Products (Data, AI, Cloud, and others)

AI-Security Leadership

- Expanded platform offerings through announced acquisition of Observo AI: category-defining data streaming platform for AI-native telemetry pipeline management.
- Launched Security for AI offerings powered by Prompt Security: industry-first AI runtime security for visibility, confidence and control over GenAI

Observo AI at a Glance

Strategic Importance

Challenge: Manage resources and data

Security data volumes are growing rapidly while resources are flat, leading to blind spots, inefficiencies, and high costs.

Solution: Observo AI

Observo AI pipelines enrich and filter data in real-time, cutting volume by up to 80%, reducing costs, and ensuring only high-fidelity, actionable data reaches the system.

Synergistic Technology

With Observo AI, SentinelOne becomes an AI-native data platform that fixes the data problem at its source – not just another SIEM.

Immediate Value and Outcomes

Customers have seen a 50%+ cost savings in Infrastructure & SIEM costs and a ~40% reduction in incident resolution time on average.

Observo AI Use Cases

✓ SIEM Migration or Renewal

✓ Security Tool Evaluation and Onboarding

✓ Data Enrichment and Threat Intel Feeds

✓ Data Lake and Tiering Strategy

✓ Data Normalization and Schematization

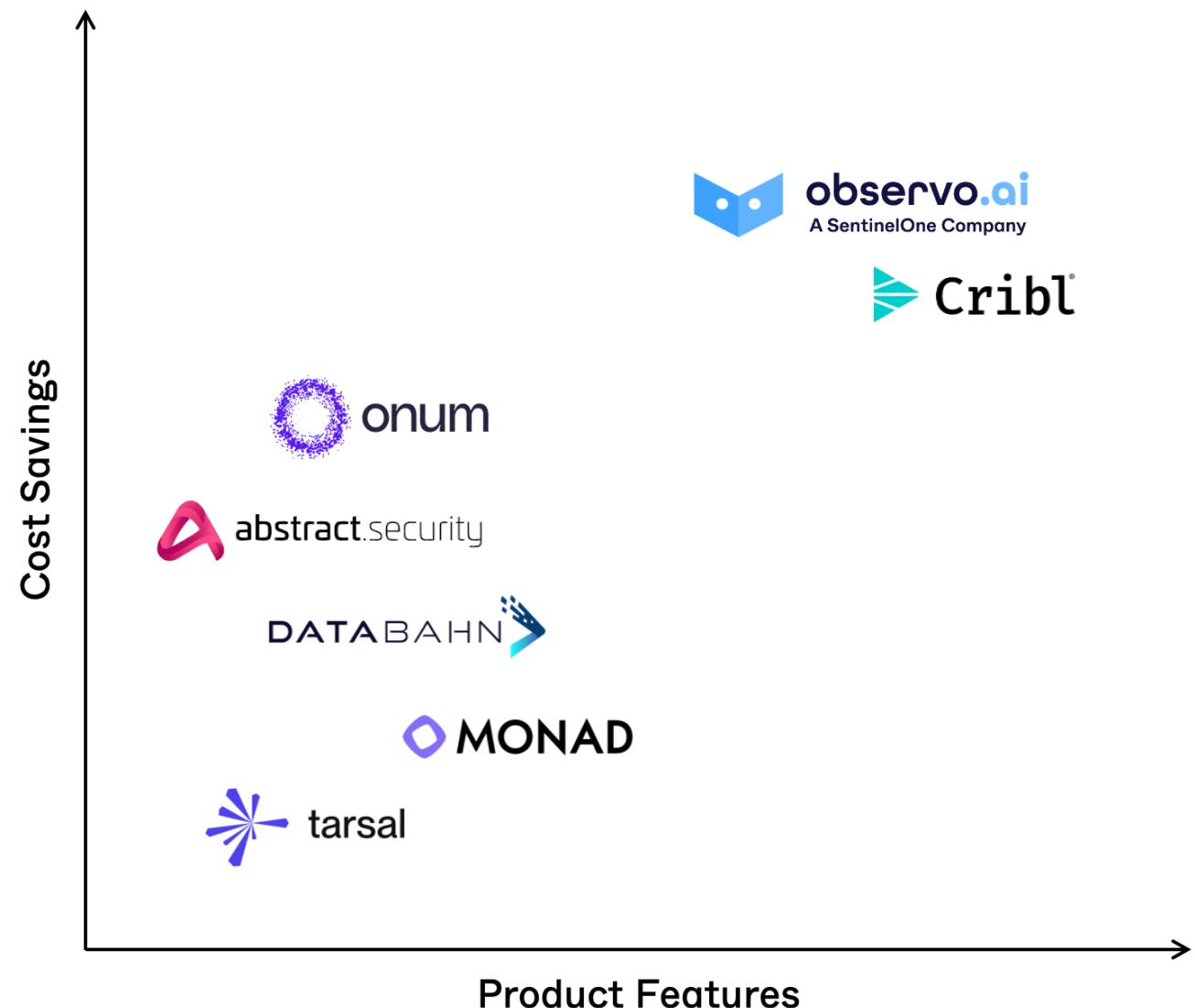
✓ Multi-Destination Data Routing

✓ Data Optimization and Cost Reduction

✓ Compliance and Long-term Archival

✓ PII Masking and Data Cleansing

Competitive Landscape Grid



Observo AI: a category-defining data streaming platform for AI-native telemetry pipeline management



50%+

Savings in
SIEM Costs*

~40%

More efficient
investigations

~55%

Faster to remediate
security threats*



*Customer outcomes may vary based on customer's unique environment

Prompt Security at a Glance

Strategic Importance

- Challenge: Secure Adoption of GenAI**
'Adopt GenAI safely' across LLMs, AI assistants, and agentic tools — aligned with the most urgent needs
- Solution: Prompt Security**
A pioneer in securing generative AI in runtime, preventing AI-related data leakage and intelligent agents
- Differentiated Technology**
Designed to protect organizations from the risks introduced by widespread and uncontrolled AI usage
- Gain Visibility and Control**
Ensure safe and responsible AI adoption without slowing innovation — a natural extension of the Singularity Platform to lead in the critical growth area of cybersecurity

Control, Enable, and Secure GenAI Adoption and Usage



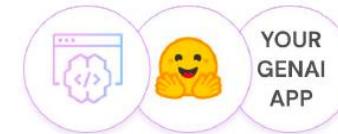
Employees

Secure browser AI usage
(ChatGPT, Gemini, Grok, etc.)



Developers

... desktop applications
(Github, Claude, Cursor, etc.)



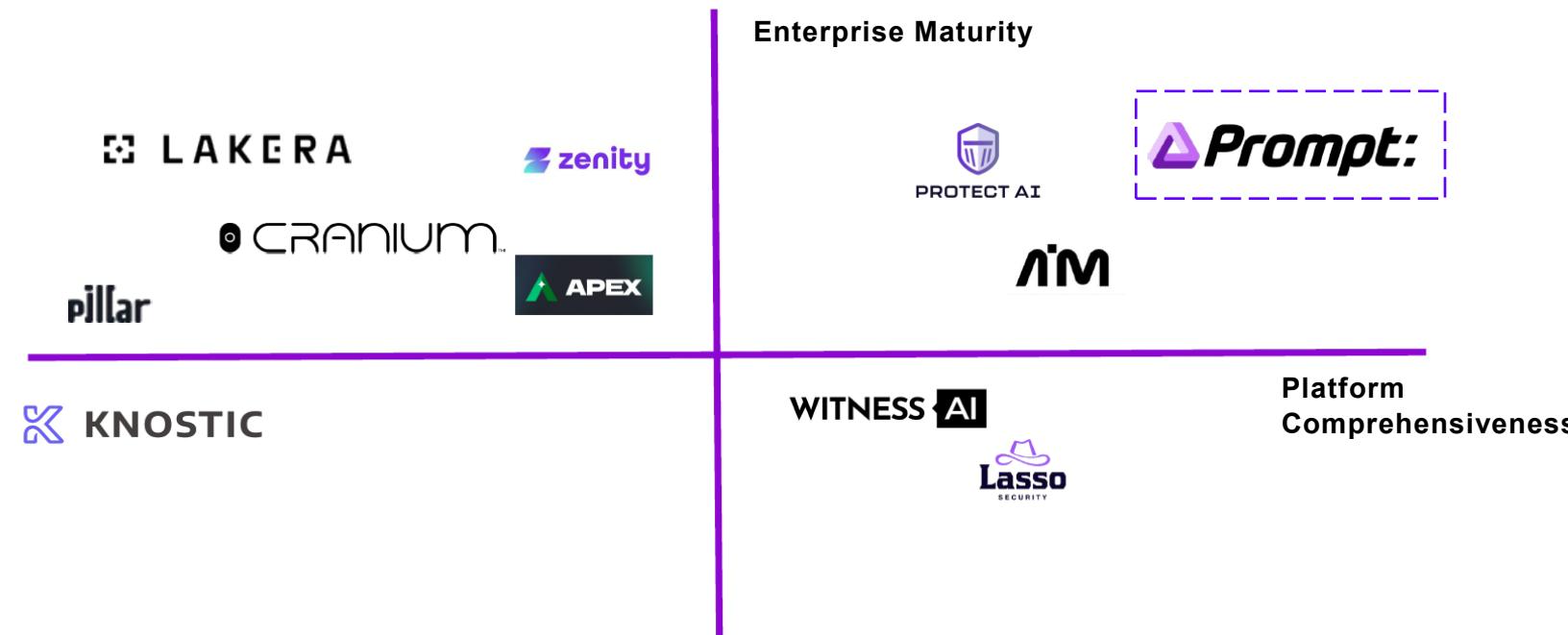
Homegrown AI Apps

... Prompt AI Firewall

Agentic AI

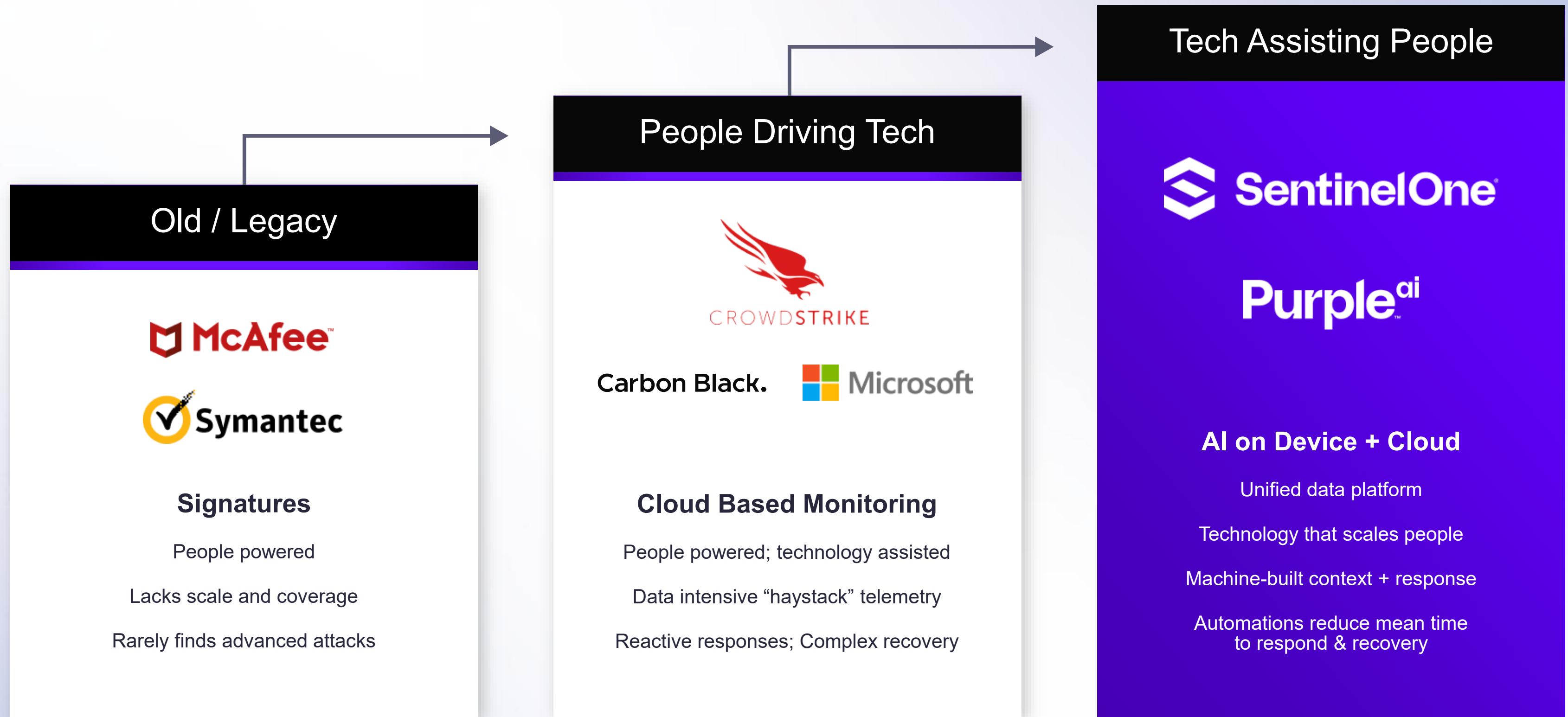
... Model Context Protocol (MCP) usage

Competitive Landscape Grid



Singularity Platform & Market Opportunity

Autonomous Security for the Future



AI-Powered Cybersecurity

2010—2020

2020—2025

2025+



First to AI/ML

Reinvented legacy antivirus (AV) and endpoint security with machine learning (ML).

Behavioral AI

AI-powered detections, investigations, and response.

Industry Leader

24-patents in AI security. Forbes 50 AI company in 2020.

Purple AI

The first security company to launch a generative-AI Security Analyst assistant.

Autonomous Security

Unified Defense, Outpace Threats, and Enhance Security Operations.

Powered by AI & Human Intelligence

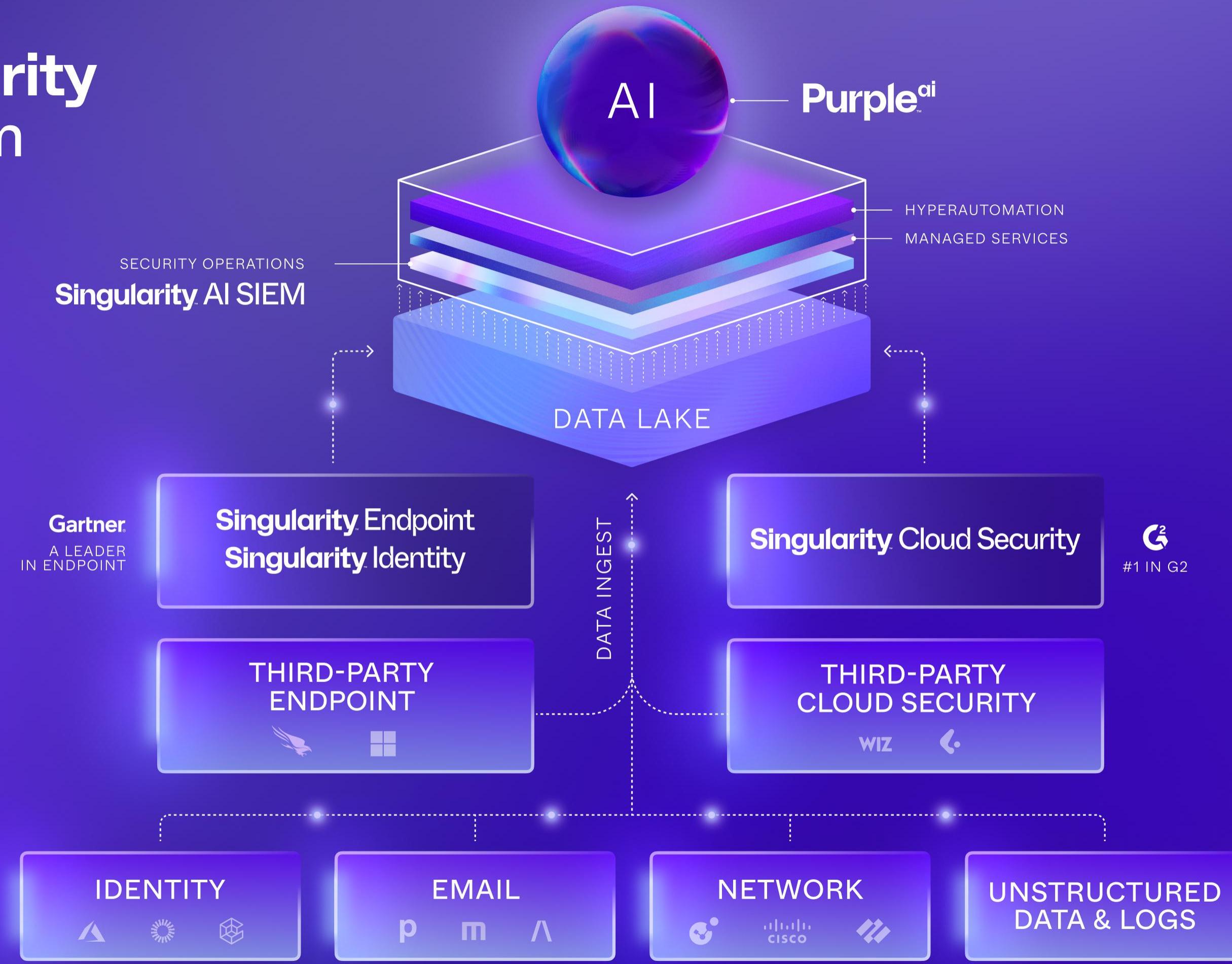
Complete Attack Surface Protection

Data, AI, and Automation

Human Expertise



Singularity Platform



Singularity Platform Solution Categories

| | | | | | | |
|---|---|---|--|---|---|--|
| AI & Automation <ul style="list-style-type: none">• NEW: Gen-AI Security and Compliance (via Prompt Security)• Visibility across Native and Third-Party Data• Natural Language Engagement• Query Recommendations• Hunting Quickstarts & Notebooks• Auto-Investigations• Auto-Triage• Workflow automation | Endpoint <ul style="list-style-type: none">• EPP, EDR, XDR• Remote Ops Forensics• Binary Vault• Device Control• Ransomware Protection/Rollback | Cloud <ul style="list-style-type: none">• CWP• CNAPP• CSPM• CIEM• AI-SPM• CDR• CDS | Data <ul style="list-style-type: none">• NEW: Data Pipeline and Enrichment (via Observo AI)• AI SIEM (next-gen SIEM)• Hyperautomation (next-gen SOAR)• Data and Security Analytics• Data Storage and Retention• Log Management• Marketplace Integrations | Identity <ul style="list-style-type: none">• Identity Threat Detection & Response (ITDR)• Identity Posture Management• Identity for Identity Providers | Exposure Management <ul style="list-style-type: none">• Extended Security Posture Management (xSPM)• Vulnerability Management• Network Discovery | Threat Services <ul style="list-style-type: none">• NEW: Wayfinder (AI + Human Intelligence)• PinnacleOne: Strategic Advisory• Risk Analysis and Management• Singularity MDR• Vigilance MDR• WatchTower• Threat Intelligence |
|---|---|---|--|---|---|--|

Covering a Broad Range of Distinct Cybersecurity Capabilities Across Multiple Solution Categories

AI and Hyperautomation

Static AI | Behavioral AI | Generative AI | Agentic AI | Autonomous SOC | Rollback | Streaming Engine

Unified Data Lake

Petabyte Scale | Real-time Detection | Blazing Fast Speed | Enhanced Visibility | Scalable | Cost-Efficient

Singularity Marketplace Integrations

Achieve Unified Detection and Response Through Singularity Platform Across a Vast Ecosystem of Industry Participants

Vast, Growing, and Diverse Total Addressable Market

At the Intersection of Data, Security and AI

\$100B+ Total Addressable Market

2025 Market Forecasts*



Partner Ecosystem Scales Market Presence



Recognized Technology Leadership

Industry Accolades & Recognitions

Trusted and Industry Proven



**A Leader in the 2025
Gartner® Magic Quadrant™**
for Endpoint Protection
Platforms for 5th
consecutive year



**Enterprise
Evaluation**

100% Protection & Detection,
and Zero Delays or
Configuration Changes



**95%+ Would
Recommend
SentinelOne**

Gartner® Peer Insights™ Voice of the Customer
Customer's Choice
XDR (based on 144 reviews, 97%, Jan 2025)
CNAPP (based on 201 reviews, 98%, Oct 2024)
MDR (based on 214 reviews, 95%, Sep 2024)



**A Leader in
Frost Radar™**

A Growth and Innovation Leader
in 2025 Frost & Sullivan Radar
for Endpoint, MDR and CWPP



**Leader
G2 Grid®**

for Cloud-Native Application
Protection Platform (CNAPP),
Highest Rated 4.9 out of 5



**FedRAMP
High Authorized**

for Endpoint, AI-SIEM,
Purple AI, CNAPP, and
Hyperautomation

Gartner® Peer Insights: EPP (based on 480 reviews, 95%, as of Apr 2024) MDR (based on 214 reviews, 95%, as of Sep 2024) CNAPP (based on 201 reviews, 98%, as of Oct 2024). Gartner®, Magic Quadrant™ for Endpoint Protection Platforms, Evgeny Mirolyubov et al., 23 September 2024. Gartner®, Peer Insights™, Voice of the Customer for Managed Detection and Response, Peer Contributors, 28 November 2024. Gartner®, Peer Insights™, Voice of the Customer for Endpoint Protection Platforms, Peer Contributors, 28 June 2024. Gartner®, Peer Insights™, Voice of the Customer for Cloud-Native Application Protection Platforms, Peer Contributors, 27 December 2024 GARTNER is a registered trademark and service mark of Gartner, Inc. and/or its affiliates in the U.S. and internationally, and MAGIC QUADRANT and PEER INSIGHTS is a registered trademark of Gartner, Inc. and/or its affiliates and are used herein with permission. All rights reserved. Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose. Gartner Peer Insights content consists of the opinions of individual end users based on their own experiences, and should not be construed as statements of fact, nor do they represent the views of Gartner or its affiliates. Gartner does not endorse any vendor, product or service depicted in this content nor makes any warranties, expressed or implied, with respect to this content, about its accuracy or completeness, including any warranties of merchantability or fitness for a particular purpose. The Gartner content described herein (the "Gartner Content") represents research opinion or viewpoints published, as part of a syndicated subscription service, by Gartner, Inc. ("Gartner"), and is not a representation of fact. Gartner Content speaks as of its original publication date (and not as of the date of this Earnings Presentation), and the opinions expressed in the Gartner Content are subject to change without notice.

The Business Value of Purple AI

IDC's study demonstrates how SentinelOne's Purple AI enables organizations to enhance their security operations by providing natural language processing capabilities, automated summarization for event logs, and suggested investigation questions.

As a result, interviewed SentinelOne customers achieve meaningful reductions in security-related risk and efficiencies for their security and threat investigation team.

KEY RESULTS



60%

Reduced likelihood of major security event



55%

Faster to remediate security threat



338%

Three-year return on investment

2024 MITRE ATT&CK® Evaluations



100% Detection Accuracy

16 steps + 16 substeps detected



100% Technique

Highest detection fidelity possible, delivered across macOS, Linux, and Windows



100% Real-Time

Zero delays



88% Less Noise

Fewer alerts than the median across all vendors

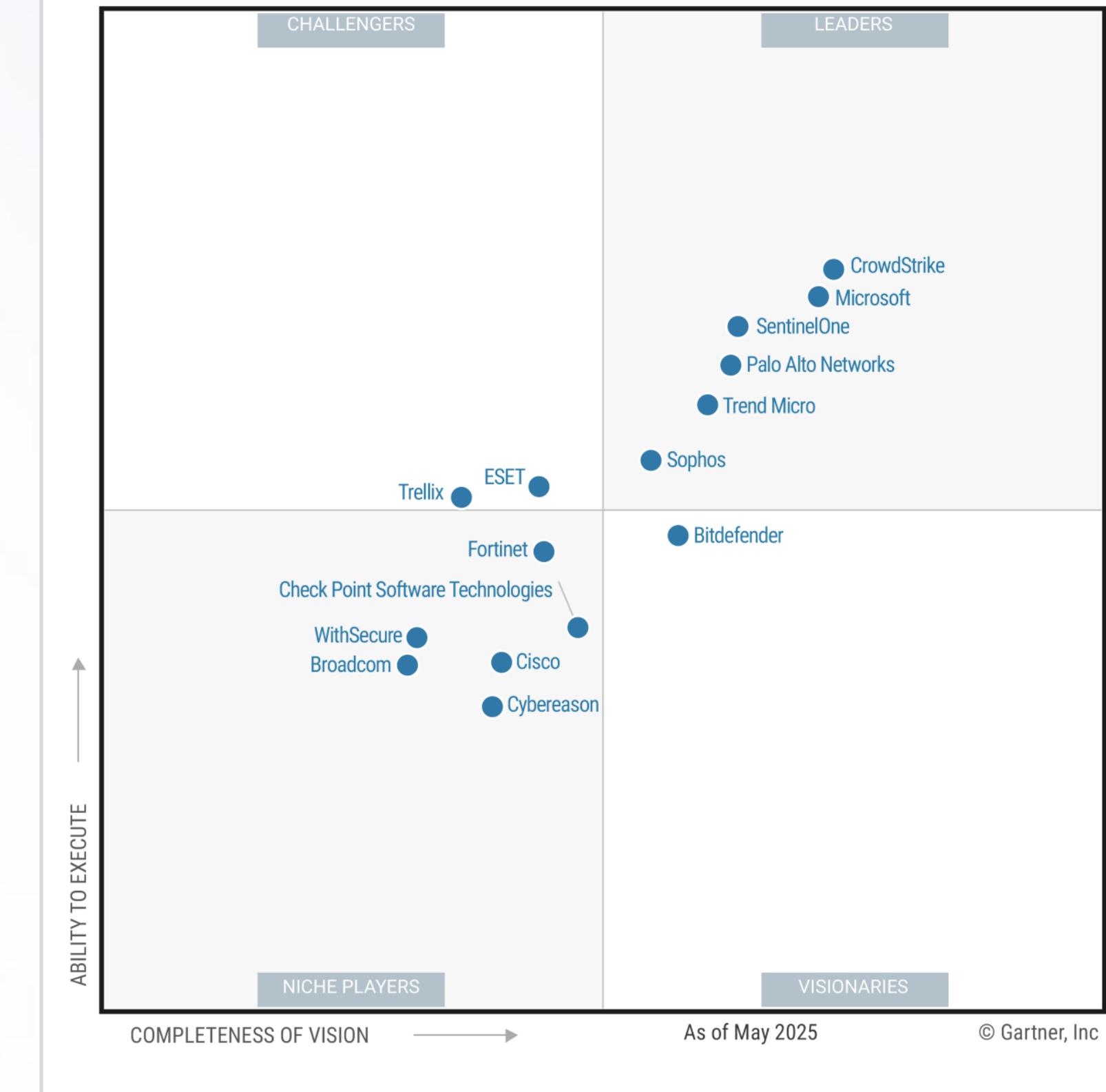
Signal to Noise Ratio



2025 Gartner® Magic Quadrant™ for Endpoint Protection Platforms

A Leader for the 5th Consecutive Year

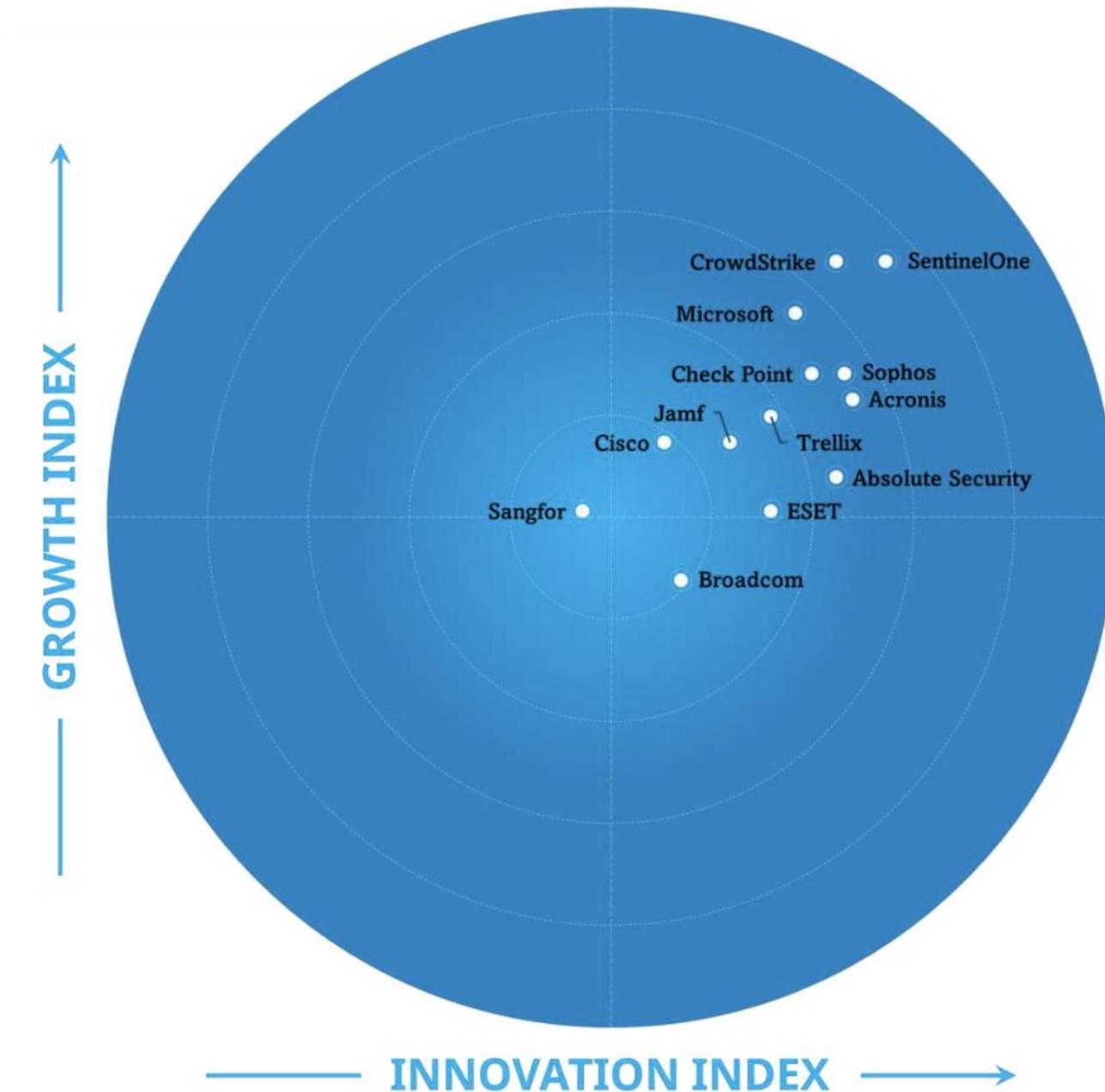
Figure 1: Magic Quadrant for Endpoint Protection Platforms



The Growth and Innovation Leader in the 2025 Frost & Sullivan Radar for Endpoint

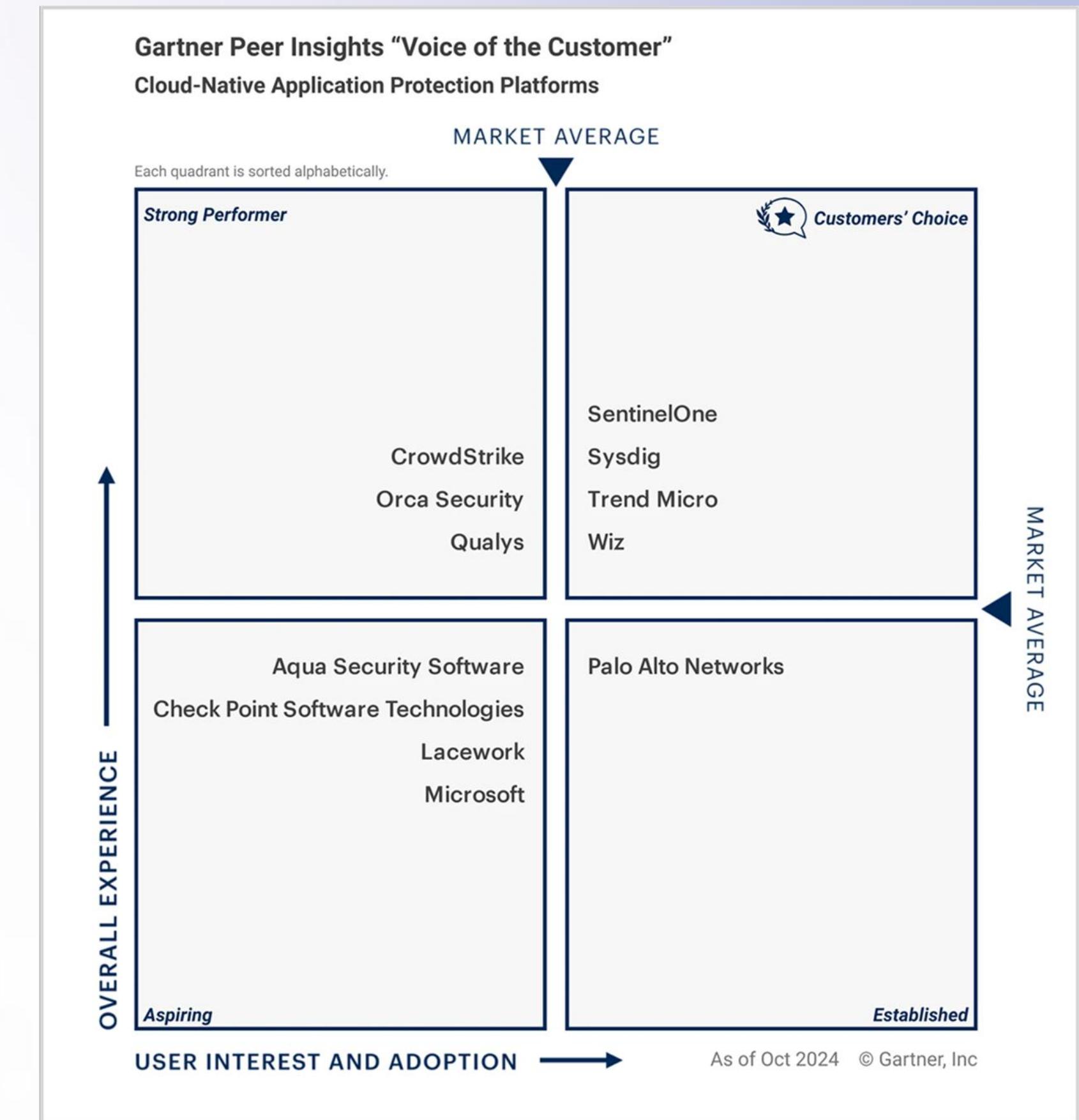
Recognized as the Best Performing Vendor

Frost Radar™: Endpoint Security

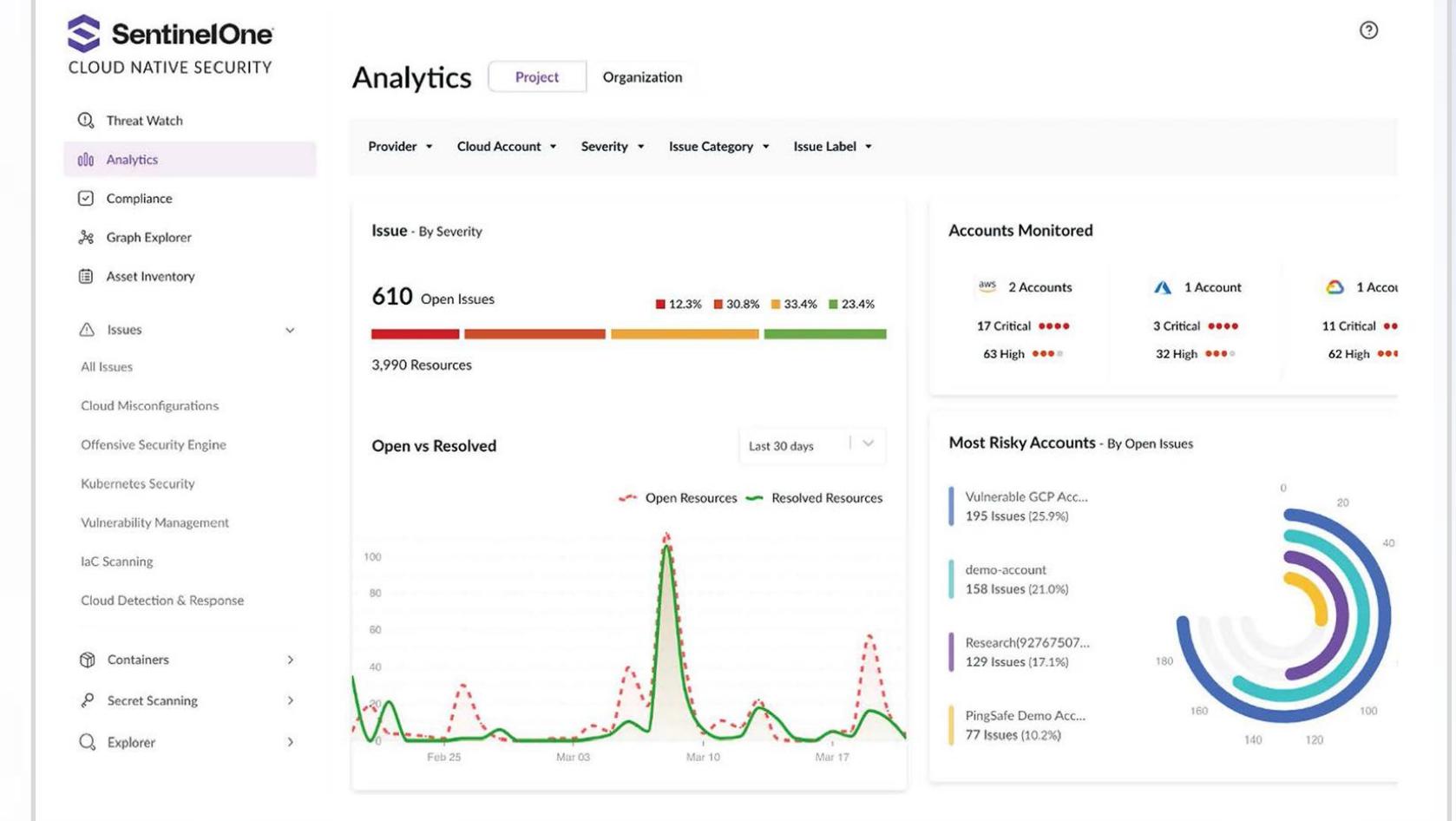


2024 Gartner® Customers' Choice for Cloud-Native Application Protection Platforms (CNAPP)

Received 98% "Willingness to Recommend" Rating from User Reviews



Best Endpoint Security and Cloud Security at 2025 SC Awards





Best-in-class Portfolio Across Security, AI and Data

ANTHROPIC



Delphos Labs



DRATA



Galileo

Guardz.

Infleqtion

poolside

PsiQuantum

redaccess

scale



[tile]DB

Unframe

vaultree

Alumni

Armorblox

Acquired by Cisco

Laminar

Acquired by Rubrik

noetic

Acquired by Rapid7

ELANOR

Acquired by Kela

A Culture Built on Trust



Our Values

Trust | Accountability | Ingenuity | OneSentinel | Relentlessness | Community

Q3 FY2026 Financial Overview

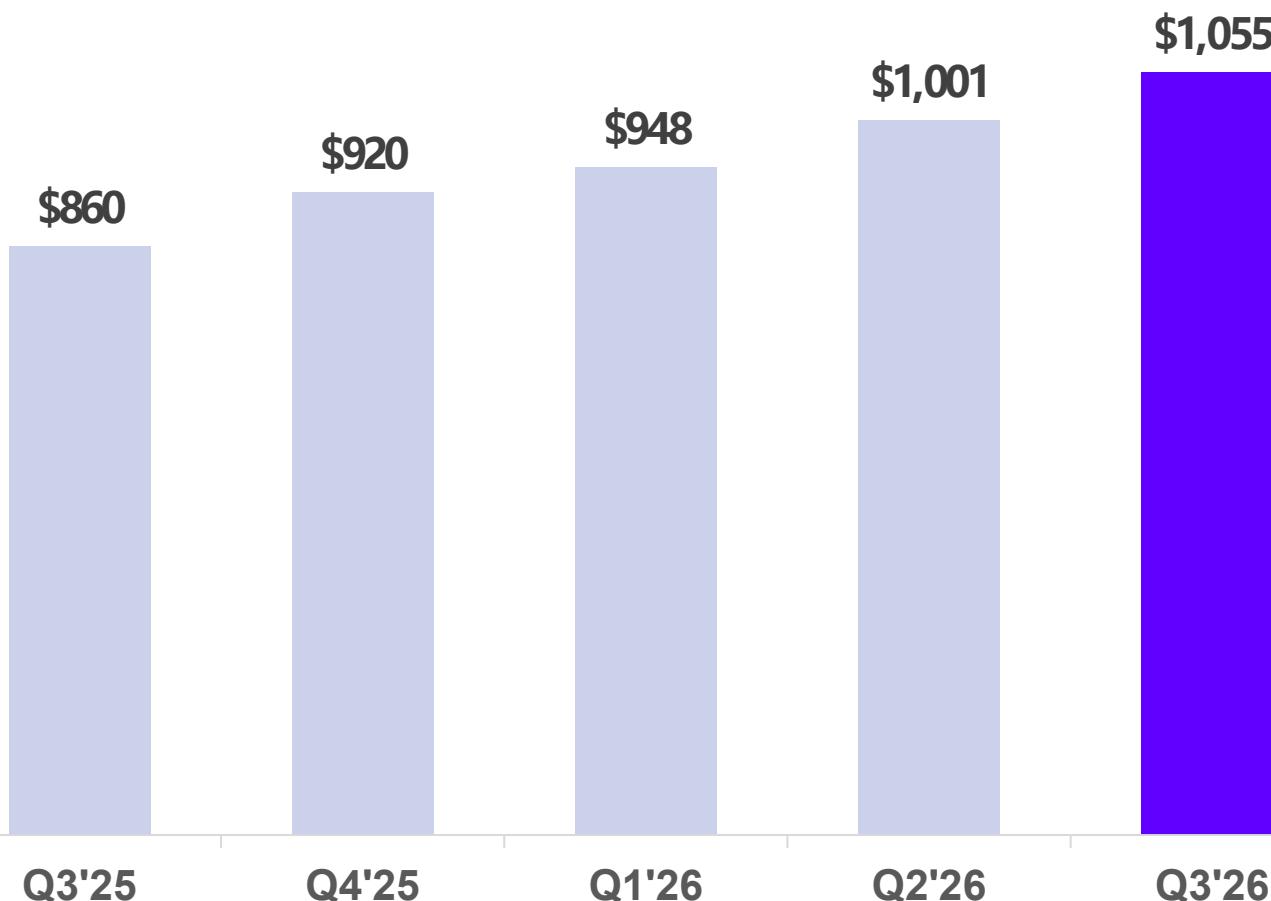
Q3 FY26 ARR & Revenue Growth

Top-Tier Growth Profile, Outperformed Expectations

Annualized Recurring Revenue (ARR)

(in millions)

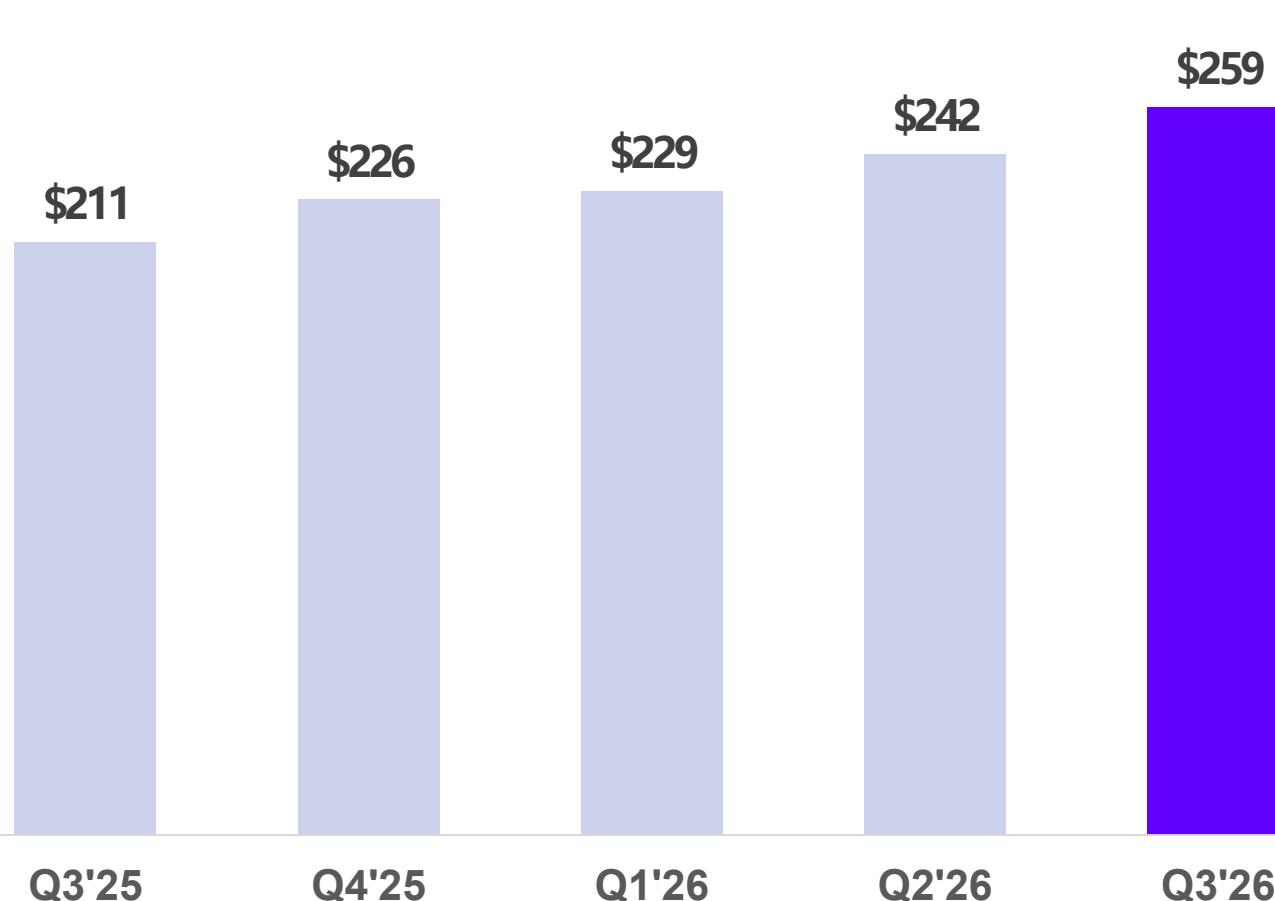
23% (y/y) Growth in Q3 FY26



Revenue

(in millions)

23% (y/y) Growth in Q3 FY26



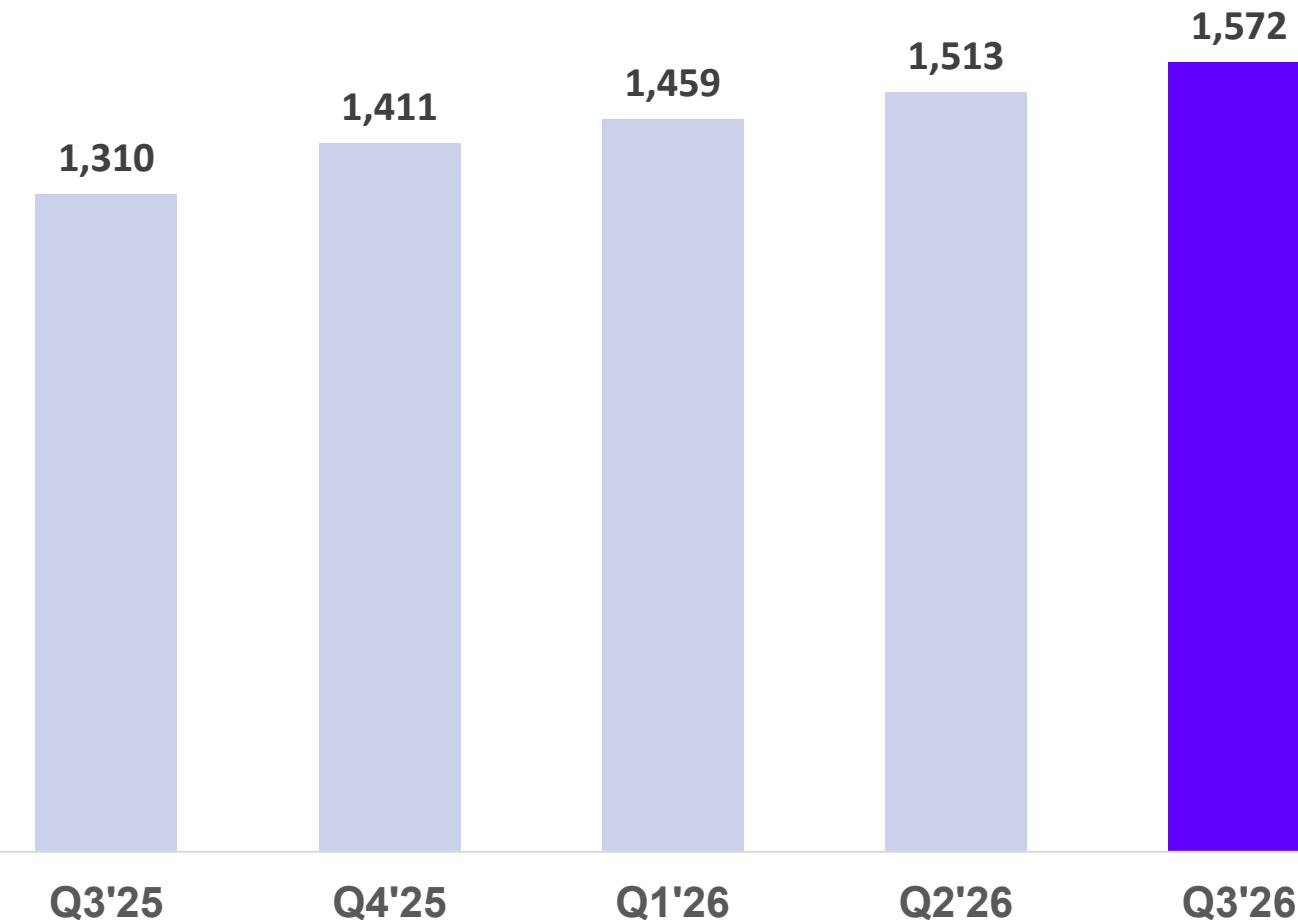
Reported Revenue Met or Exceeded Guidance

Quarterly Results Exceeded Guidance on Both Top and Bottom-line

Customer Growth & Platform Momentum

Customers with ARR of \$100K or More

20% (y/y) Growth in Q3 FY26



Enterprise Platform Adoption for Year Ending FY2025

~40%

Enterprise Customers
Have Adopted 3+ Solution Categories

3X

Customer Growth
in the prior 24-Months

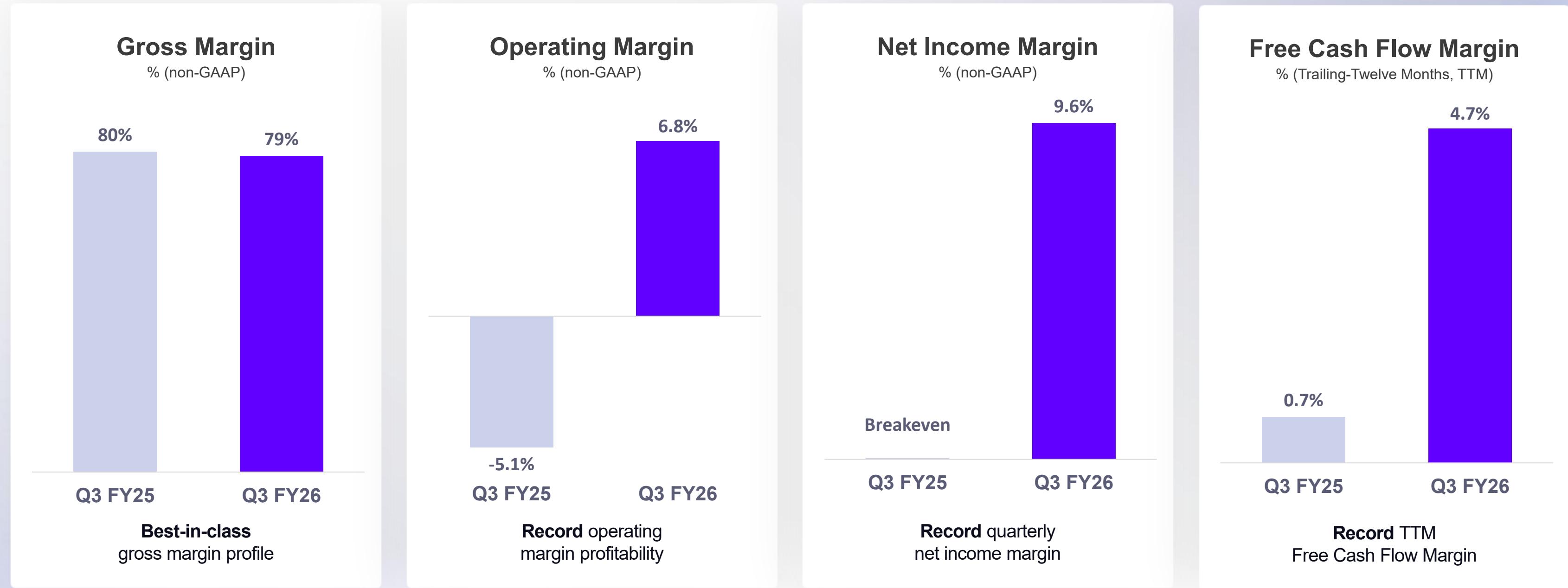
~20%

Enterprise Customers
Have Adopted 4+ Solution Categories

4X

Customer Growth
in the prior 24-Months

Q3 FY26 Margin Expansion



Focused on Operational Excellence, Driving Continued Margin Expansion

Guidance

| | Q4 FY26 | Full Year FY26 |
|---------------------------------------|--|--|
| Revenue | \$271 Million 20% Growth (y/y) | \$1,001 Million 22% Growth (y/y) |
| Gross Margin (Non-GAAP) | 77.5% | 78.5% |
| Operating Margin (Non-GAAP) | 5% | 3% |

Guidance Assumptions:

Revenue: FY26 full-year outlook reflects an approximate 1% impact from the end-of-sale of the Hologram (deception) solution

Gross Margin: Q4 and FY26 outlook incorporates strategic investments in cloud infrastructure and capacity expansion

Operating Margin: FY26 outlook includes an est. impact of ~120 bps from FX, ~70 bps from the Prompt Security acquisition, and ~60 bps from the Observo AI acquisition

Appendix

Appendix

Key Business Metrics

We monitor the following key metrics to help us evaluate our business, identify trends affecting our business, formulate business plans and make strategic decisions.

Annualized Recurring Revenue (ARR)

We believe that ARR is a key operating metric to measure our business because it is driven by our ability to acquire new subscription and consumption and usage-based customers, and to maintain and expand our relationship with existing customers. ARR represents the annualized revenue run rate of our subscription and consumption and usage-based agreements at the end of a reporting period, assuming contracts are renewed on their existing terms for customers that are under contracts with us. ARR is not a forecast of future revenue, which can be impacted by contract start and end dates, usage, renewal rates, and other contractual terms.

Customers with ARR of \$100,000 or More

We believe that our ability to increase the number of customers with ARR of \$100,000 or more is an indicator of our market penetration and strategic demand for our platform.

Definitions

Customers: We define a customer as an entity that has an active subscription for access to our platform. We count Managed Service Providers (MSPs), Managed Security Service Providers (MSSPs), Managed Detection & Response firms (MDRs), and Original Equipment Manufacturers (OEMs), who may purchase our products on behalf of multiple companies, as a single customer. We do not count our reseller or distributor channel partners as customers.

Appendix (Cont'd)

Non-GAAP Gross Margin

We define non-GAAP gross margin as GAAP gross margin, excluding stock-based compensation (SBC) expense, employer payroll tax on employee stock transactions, amortization of acquired intangible assets and acquisition-related compensation costs.

Non-GAAP Operating Margin

We define non-GAAP operating margin as GAAP operating margin, excluding SBC expense, employer payroll tax on employee stock transactions, amortization of acquired intangible assets, acquisition-related compensation costs and restructuring charges.

Non-GAAP Net Income, Non-GAAP Net Income Margin and Non-GAAP Net Income per Share, Basic and Diluted

We define non-GAAP net income as GAAP net loss excluding SBC expense, employer payroll tax on employee stock transactions, amortization of acquired intangible assets, acquisition-related compensation costs, restructuring charges, gains and losses on strategic investments and provision for (benefit from) income taxes. We define non-GAAP net income per share, basic and diluted, as non-GAAP net income divided by the weighted average common shares outstanding, which includes the effect of dilutive shares applying the treasury stock method.

Free Cash Flow

Free cash flow is a non-GAAP financial measure that we define free cash flow as cash provided by (used in) operating activities less purchases of property and equipment and capitalized internal-use software costs. We believe free cash flow is a useful indicator of liquidity that provides our management, board of directors, and investors with information about our future ability to generate or use cash to enhance the strength of our balance sheet and further invest in our business and pursue potential strategic initiatives.

Appendix (Cont'd)

Reports used for data shown in the chart titled 'Vast, Growing, and Diverse Total Addressable Market':

CY25 TAM:

- IDC Worldwide Corporate Endpoint Security Forecast Update, 2023–2027: Endpoint Security Platformization Propels Robust Growth (January 2024)
- IDC Worldwide Threat Intelligence Forecast, 2024–2028: Beyond Reaction—The Rise of Predictive Threat Intelligence (April 2024)
- IDC Worldwide Security Information & Event Management Forecast, 2023–2027: In the Face of XDR, Many Organizations Are Still Living in SIEM (August 2023)
- IDC Worldwide and U.S. Comprehensive Security Services Forecast, 2024–2028 (April 2024)
- Forrester Global AI Software Forecast, 2023–2030 (September 2023)
- Company estimates

GAAP to Non-GAAP Reconciliation

| | Three Months Ended October 31, | | Nine Months Ended October 31, | |
|---|--------------------------------|-------------------|-------------------------------|-------------------|
| | 2025 | 2024 | 2025 | 2024 |
| Cost of revenue reconciliation: | | | | |
| GAAP cost of revenue | \$ 67,851 | \$ 53,260 | \$ 184,857 | \$ 154,096 |
| Stock-based compensation expense | (5,644) | (5,810) | (15,708) | (16,243) |
| Employer payroll tax on employee stock transactions | (156) | (158) | (573) | (497) |
| Amortization of acquired intangible assets | (6,414) | (4,195) | (14,668) | (13,861) |
| Acquisition-related compensation | (11) | (38) | (48) | (350) |
| Non-GAAP cost of revenue | <u>\$ 55,626</u> | <u>\$ 43,059</u> | <u>\$ 153,860</u> | <u>\$ 123,145</u> |
| Gross profit reconciliation: | | | | |
| GAAP gross profit | \$ 191,062 | \$ 157,388 | \$ 545,268 | \$ 441,844 |
| Stock-based compensation expense | 5,644 | 5,810 | 15,708 | 16,243 |
| Employer payroll tax on employee stock transactions | 156 | 158 | 573 | 497 |
| Amortization of acquired intangible assets | 6,414 | 4,195 | 14,668 | 13,861 |
| Acquisition-related compensation | 11 | 38 | 48 | 350 |
| Non-GAAP gross profit | <u>\$ 203,287</u> | <u>\$ 167,589</u> | <u>\$ 576,265</u> | <u>\$ 472,795</u> |
| Gross margin reconciliation: | | | | |
| GAAP gross margin | 74 % | 75 % | 75 % | 74 % |
| Stock-based compensation expense | 2 % | 3 % | 2 % | 3 % |
| Employer payroll tax on employee stock transactions | — % | — % | — % | — % |
| Amortization of acquired intangible assets | 2 % | 2 % | 2 % | 2 % |
| Acquisition-related compensation | — % | — % | — % | — % |
| Non-GAAP gross margin* | <u>79 %</u> | <u>80 %</u> | <u>79 %</u> | <u>79 %</u> |

GAAP to Non-GAAP Reconciliation

| | Three Months Ended October 31, | | Nine Months Ended October 31, | |
|---|--------------------------------|-------------------|-------------------------------|-------------------|
| | 2025 | 2024 | 2025 | 2024 |
| Research and development expense reconciliation: | | | | |
| GAAP research and development expense | \$ 83,146 | \$ 70,453 | \$ 234,490 | \$ 192,376 |
| Stock-based compensation expense | (24,952) | (22,816) | (70,182) | (61,092) |
| Employer payroll tax on employee stock transactions | (205) | (164) | (947) | (775) |
| Acquisition-related compensation | (1,308) | (790) | (2,649) | (2,366) |
| Non-GAAP research and development expense | <u>\$ 56,681</u> | <u>\$ 46,683</u> | <u>\$ 160,712</u> | <u>\$ 128,143</u> |
| Sales and marketing expense reconciliation: | | | | |
| GAAP sales and marketing expense | \$ 126,562 | \$ 123,713 | \$ 388,322 | \$ 359,160 |
| Stock-based compensation expense | (22,483) | (18,612) | (66,736) | (55,568) |
| Employer payroll tax on employee stock transactions | (597) | (290) | (1,776) | (1,583) |
| Amortization of acquired intangible assets | (2,420) | (2,253) | (6,853) | (6,710) |
| Acquisition-related compensation | (514) | (27) | (539) | (100) |
| Non-GAAP sales and marketing expense | <u>\$ 100,548</u> | <u>\$ 102,531</u> | <u>\$ 312,418</u> | <u>\$ 295,199</u> |
| General and administrative expense reconciliation: | | | | |
| GAAP general and administrative expense | \$ 51,494 | \$ 52,342 | \$ 151,647 | \$ 139,409 |
| Stock-based compensation expense | (22,809) | (22,950) | (65,837) | (60,515) |
| Employer payroll tax on employee stock transactions | (296) | (335) | (1,793) | (1,318) |
| Acquisition-related compensation | — | (1) | — | (1) |
| Non-GAAP general and administrative expense | <u>\$ 28,389</u> | <u>\$ 29,056</u> | <u>\$ 84,017</u> | <u>\$ 77,575</u> |

GAAP to Non-GAAP Reconciliation

| | Three Months Ended October 31, | | Nine Months Ended October 31, | |
|---|--------------------------------|-------------|-------------------------------|--------------|
| | 2025 | 2024 | 2025 | 2024 |
| Restructuring expense reconciliation: | | | | |
| GAAP restructuring expense | \$ 3,171 | \$ — | \$ 12,221 | \$ — |
| Stock-based compensation | 547 | — | 583 | — |
| Restructuring charges | (3,718) | — | (12,804) | — |
| Non-GAAP restructuring expense | \$ — | \$ — | \$ — | \$ — |
| Operating loss reconciliation: | | | | |
| GAAP operating loss | \$ (73,311) | \$ (89,120) | \$ (241,412) | \$ (249,101) |
| Stock-based compensation expense | 75,341 | 70,188 | 217,880 | 193,418 |
| Employer payroll tax on employee stock transactions | 1,254 | 947 | 5,089 | 4,173 |
| Amortization of acquired intangible assets | 8,834 | 6,448 | 21,521 | 20,571 |
| Acquisition-related compensation | 1,833 | 856 | 3,236 | 2,817 |
| Restructuring charges | 3,718 | — | 12,804 | — |
| Non-GAAP operating income (loss) | \$ 17,669 | \$ (10,681) | \$ 19,118 | \$ (28,122) |
| Operating margin reconciliation: | | | | |
| GAAP operating margin | (28) % | (42) % | (33) % | (42) % |
| Stock-based compensation expense | 29 % | 33 % | 30 % | 32 % |
| Employer payroll tax on employee stock transactions | — % | — % | 1 % | 1 % |
| Amortization of acquired intangible assets | 3 % | 3 % | 3 % | 3 % |
| Acquisition-related compensation | 1 % | — % | — % | — % |
| Restructuring charges | 1 % | — % | 2 % | — % |
| Non-GAAP operating margin* | 7 % | (5)% | 3 % | (5)% |

GAAP to Non-GAAP Reconciliation

| | Three Months Ended October 31, | | Nine Months Ended October 31, | |
|---|--------------------------------|--------------|-------------------------------|-----------------|
| | 2025 | 2024 | 2025 | 2024 |
| Net income (loss) reconciliation: | | | | |
| GAAP net loss | \$ (60,291) | \$ (78,364) | \$ (340,503) | \$ (217,653) |
| Stock-based compensation expense | 75,341 | 70,188 | 217,880 | 193,418 |
| Employer payroll tax on employee stock transactions | 1,254 | 947 | 5,089 | 4,173 |
| Amortization of acquired intangible assets | 8,834 | 6,448 | 21,521 | 20,571 |
| Acquisition-related compensation | 1,833 | 856 | 3,236 | 2,817 |
| Restructuring charges | 3,718 | — | 12,804 | — |
| Net gain on strategic investments | (532) | — | (1,324) | (345) |
| Provision for (benefit from) income taxes | (5,366) | — | 125,917 | — |
| Non-GAAP net income | <u>\$ 24,791</u> | <u>\$ 75</u> | <u>\$ 44,620</u> | <u>\$ 2,981</u> |
| Net income (loss) margin reconciliation: | | | | |
| GAAP net loss margin | (23) % | (37) % | (47) % | (37) % |
| Stock-based compensation | 29 % | 33 % | 30 % | 32 % |
| Employer payroll tax on employee stock transactions | — % | — % | 1 % | 1 % |
| Amortization of acquired intangible assets | 3 % | 3 % | 3 % | 3 % |
| Acquisition-related compensation | 1 % | — % | — % | — % |
| Restructuring charges | 1 % | — % | 2 % | — % |
| Net gain on strategic investments | — % | — % | — % | — % |
| Provision for (benefit from) income taxes | (2)% | — % | 17 % | — % |
| Non-GAAP net income margin* | <u>10 %</u> | <u>— %</u> | <u>6 %</u> | <u>1 %</u> |

GAAP to Non-GAAP Reconciliation

| | Three Months Ended October 31, | | Nine Months Ended October 31, | |
|---|--------------------------------|--------------------|-------------------------------|--------------------|
| | 2025 | 2024 | 2025 | 2024 |
| GAAP basic and diluted shares | 332,732,831 | 316,987,303 | 328,516,203 | 312,583,956 |
| Dilutive shares under the treasury stock method | 8,113,721 | 18,066,319 | 9,512,966 | 19,385,520 |
| Non-GAAP diluted shares | <u>340,846,552</u> | <u>335,053,622</u> | <u>338,029,169</u> | <u>331,969,476</u> |
| Diluted EPS reconciliation: | | | | |
| GAAP net loss per share, basic and diluted | \$ (0.18) | \$ (0.25) | \$ (1.04) | \$ (0.70) |
| Stock-based compensation expense | 0.22 | 0.21 | 0.64 | 0.58 |
| Employer payroll tax on employee stock transactions | — | — | 0.02 | 0.01 |
| Amortization of acquired intangible assets | 0.03 | 0.02 | 0.06 | 0.06 |
| Acquisition-related compensation | 0.01 | — | 0.01 | 0.01 |
| Restructuring charges | 0.01 | — | 0.04 | — |
| Net gain on strategic investments | — | — | — | — |
| Provision for (benefit from) income taxes | (0.02) | — | 0.37 | — |
| Adjustment to fully diluted earnings per share ⁽¹⁾ | — | 0.02 | 0.03 | 0.05 |
| Non-GAAP net income per share, diluted | <u>\$ 0.07</u> | <u>\$ —</u> | <u>\$ 0.13</u> | <u>\$ 0.01</u> |

*Certain figures may not sum due to rounding.

⁽¹⁾ For periods in which we had diluted non-GAAP net income per share, the sum of the impact of individual reconciling items may not total to diluted non-GAAP net income per share because the basic share counts used to calculate GAAP net loss per share differ from the diluted share counts used to calculate non-GAAP net income per share, and because of rounding differences. The GAAP net loss per share calculation uses a lower share count as it excludes dilutive shares which are included in calculating the non-GAAP net income per share.

Selected Cash Flow Information

| | Three Months Ended October 31, | | Nine Months Ended October 31, | |
|---|--------------------------------|--------------------|-------------------------------|------------------|
| | 2025 | 2024 | 2025 | 2024 |
| Reconciliation of cash provided by (used in) operating activities to free cash flow: | | | | |
| GAAP net cash provided by (used in) operating activities | \$ 21,014 | \$ (7,174) | \$ 72,245 | \$ 37,129 |
| Less: Purchases of property and equipment | (109) | (227) | (519) | (1,666) |
| Less: Capitalized internal-use software | (5,001) | (5,251) | (17,526) | (19,795) |
| Free cash flow | <u>\$ 15,904</u> | <u>\$ (12,652)</u> | <u>\$ 54,200</u> | <u>\$ 15,668</u> |
| Net cash (used in) provided by investing activities | \$ (90,426) | \$ 29,723 | \$ (24,784) | \$ (85,898) |
| Net cash (used in) provided by financing activities | \$ (47,868) | \$ 10,075 | \$ (76,267) | \$ 31,667 |
| Operating cash flow margin | 8 % | (3)% | 10 % | 6 % |
| Free cash flow margin | 6 % | (6)% | 7 % | 3 % |



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