



Riskified Achieves Record Quarterly Free Cash Flows; Board Authorizes Additional \$75 Million Share Repurchase Program

May 15, 2024

Improves 2024 Adjusted EBITDA Guidance

NEW YORK--(BUSINESS WIRE)--May 15, 2024-- Riskified Ltd. (NYSE: RSKD) (the "Company"), a leader in ecommerce fraud and risk intelligence, today announced financial results for the three months ended March 31, 2024. The Company will host an investor call to discuss these results today at 8:30 a.m. Eastern Time.

"Our commitment toward profitable growth has yielded exceptional results, as evidenced by two consecutive quarters of positive Adjusted EBITDA. As we look ahead, we remain encouraged by the vast opportunities in front of us, and our ability to help the world's largest eCommerce companies unlock their business goals in the face of the ever-expanding threats of fraud and policy abuse," said Eido Gal, Co-Founder and Chief Executive Officer of Riskified.

Q1 2024 Business Highlights

- **Expanded Leadership Positioning in Tickets and Live Event Sub-Vertical:** Our top new logo win, and largest upsell during the first quarter were both in our Ticketing and Live Events sub-vertical. Each win involved taking volume from a competitor. Many of the top merchants in the Tickets and Live Event space are already leveraging the powerful flywheel effect of our network, which is helping us to build a very strong competitive moat in this category.
- **Further Geographic Diversification with the Addition of New Merchants:** We continued to have success landing new merchants on the Riskified network, which in turn deepened our vertical and geographic reach. Our top 10 new logos added during the first quarter of 2024 represented three different verticals across three geographies, with seven of our top 10 new chargeback guarantee logos outside of the United States.
- **Execution of Platform Sales Motion:** Our refined multi-product platform has allowed us to unlock multiple additional entry-points into the eCommerce market, which we believe leads to a more continuous selling cycle and increased merchant coverage. To that end, our largest Policy Protect and Dispute Resolve wins during the first quarter of 2024 were both stand-alone product sales to merchants not currently utilizing our core Chargeback Guarantee product.
- **Share Repurchase Program Update:** We repurchased 6.4 million ordinary shares for \$30.3 million during the first quarter. In addition, our Board of Directors authorized the repurchase of an additional \$75 million of the Company's ordinary shares, subject to the completion of required Israeli regulatory procedures. Assuming completion of the required Israeli regulatory procedures, our total outstanding aggregate repurchase authorization is approximately \$92 million, as of May 10th. We remain committed to repurchasing our shares at what we continue to believe are attractive valuation levels.
- **Winner of Several Prestigious Awards:** We recently won several awards, including the Best Security Solution, VIP Award (Vendors In Partnership) at the 2024 National Retail Federation (NRF) Conference. The Best Security Solution award is an annual recognition given to an organization that excels in protecting operations, customers and employees from fraud, risk, and interruption.

Q1 2024 Financial Summary & Highlights

The following table summarizes our consolidated financial results for the three months ended March 31, 2024 and 2023, in thousands except where indicated:

	Three Months Ended March 31,	
	2024	2023
	(unaudited)	
Gross merchandise volume ("GMV") in millions ⁽¹⁾	\$ 32,018	\$ 27,268
Increase in GMV year over year	17%	
Revenue	\$ 76,408	\$ 68,907
Increase in revenues year over year	11%	
GAAP Gross profit	\$ 42,120	\$ 35,841
GAAP Gross profit margin	55%	52%

Net profit (loss)	\$	(11,630)	\$	(17,951)
Net profit (loss) margin		(15)%		(26)%
Adjusted EBITDA ⁽¹⁾	\$	2,751	\$	(5,169)
Adjusted EBITDA margin ⁽¹⁾		4%		(8)%

Additional Financial Highlights:

- Non-GAAP gross profit margin⁽¹⁾ of 56% for the three months ended March, 31, 2024, improved from 53% in the prior year.
- GAAP net loss per share was \$(0.07) for the three months ended March 31, 2024 compared to a loss of \$(0.10) in the prior year. Non-GAAP net profit per share was \$0.04 compared to a loss of \$(0.00) in the prior year.
- Operating cash flow of \$10.7 million for the three months ended March 31, 2024, improved from \$0.2 million in the prior year. Free cash flow⁽¹⁾ of \$10.5 million for the three months ended March 31, 2024, improved from \$42 thousand in the prior year.
- Ended March 31, 2024 with approximately \$455.2 million of cash, deposits and investments on the balance sheet and zero debt.

"Our improved Adjusted EBITDA guidance underscores our confidence in navigating dynamic market conditions while delivering value to our shareholders. Over the past few years we believe that we have become a more agile and efficient company while positioning ourselves for long-term success," said Aglika Dotcheva, Chief Financial Officer of Riskified.

Financial Outlook:

For the year ending December 31, 2024, we continue to expect:

- Revenue between \$323 million and \$335 million

As a result of our disciplined approach to managing the business, for the year ending December 31, 2024, we now expect:

- Adjusted EBITDA⁽²⁾ between \$12 million and \$18 million

⁽¹⁾ GMV is a key performance indicator. Adjusted EBITDA, Adjusted EBITDA margin, non-GAAP gross profit margin, non-GAAP net profit (loss) per share, and free cash flow are non-GAAP measures of financial performance. See "Key Performance Indicators and Non-GAAP Measures" for additional information and "Reconciliation of GAAP to Non-GAAP Measures" for a reconciliation to the most directly comparable GAAP measure.

⁽²⁾ We are not able to provide a reconciliation of Adjusted EBITDA guidance for the fiscal year ending December 31, 2024 to net profit (loss) because certain items that are excluded from Adjusted EBITDA but included in net profit (loss), the most directly comparable GAAP financial measure, cannot be predicted on a forward-looking basis without unreasonable effort or are not within our control. For example, we are unable to forecast the magnitude of foreign currency transaction gains or losses which are subject to many economic and other factors beyond our control. For the same reasons, we are unable to address the probable significance of the unavailable information, which could have a potentially unpredictable and potentially significant impact on our future GAAP financial results.

Authorization to Repurchase Ordinary Shares

On May 13, 2024, the Company's Board of Directors authorized the repurchase of up to \$75 million of the Company's ordinary shares, subject to the completion of required Israeli regulatory procedures. This authorization is in addition to the Company's existing \$75 million share repurchase authorization, of which approximately \$58 million had been utilized as of May 10, 2024. Any share repurchases under the program may be made from time to time in the open market, including through trading plans intended to qualify under Rule 10b5-1 under the Securities Exchange Act of 1934, as amended (the "Exchange Act"), in privately negotiated transactions or by other means in accordance with U.S. federal securities laws. The Company intends to fund repurchases from existing cash and cash equivalents. Following, and subject to, completion of the required Israeli regulatory procedures, the timing, as well as the number and value of any shares repurchased under the program, will be determined by the Company at its discretion under the Board authorized program and will depend on a variety of factors, including management's assessment of the intrinsic value of the Company's ordinary shares, the market price of the Company's ordinary shares, general market and economic conditions, available liquidity, alternative investment opportunities, and applicable legal requirements. The Company is not obligated to acquire any particular amount of ordinary shares under the program, and the program may be suspended, modified or discontinued at any time without prior notice. This press release is neither an offer to purchase nor a solicitation of an offer to buy any securities.

Conference Call and Webcast Details

The Company will host a conference call to discuss its financial results today, May 15, 2024 at 8:30 a.m. Eastern Time. A live webcast of the call can be accessed from Riskified's Investor Relations website at ir.riskified.com. A replay of the webcast will also be available for a limited time at ir.riskified.com. The press release with the financial results, as well as the investor presentation materials will be accessible on the Company's Investor Relations website prior to the conference call.

Key Performance Indicators and Non-GAAP Measures

This press release and the accompanying tables contain references to Gross Merchandise Volume ("GMV"), which is a key performance indicator, and

to certain non-GAAP measures which include non-GAAP measures of financial performance, including Adjusted EBITDA, Adjusted EBITDA margin, non-GAAP gross profit, non-GAAP gross profit margin, non-GAAP cost of revenue, non-GAAP operating expenses by line item, non-GAAP net profit (loss), and non-GAAP net profit (loss) per share, and non-GAAP measures of liquidity, including Free Cash Flow. Management and our Board of Directors use key performance indicators and non-GAAP measures as supplemental measures of performance and liquidity because they assist us in comparing our operating performance on a consistent basis, as they remove the impact of items that we believe do not directly reflect our core operations. We also use Adjusted EBITDA for planning purposes, including the preparation of our internal annual operating budget and financial projections, to evaluate the performance and effectiveness of our strategic initiatives, and to evaluate our capacity to expand our business. Free Cash Flow provides useful information to management and investors about the amount of cash generated by the business that can be used for strategic opportunities, including investing in our business and strengthening our balance sheet.

These non-GAAP measures should not be construed as an inference that our future results will be unaffected by unusual or other items. Non-GAAP measures of financial performance have limitations as analytical tools in that these measures do not reflect our cash expenditures, or future requirements for capital expenditures, or contractual commitments; these measures do not reflect changes in, or cash requirements for, our working capital needs; these measures do not reflect our tax expense or the cash requirements to pay our taxes, and assets being depreciated and amortized will often have to be replaced in the future and these measures do not reflect any cash requirements for such replacements. Free Cash Flow is limited because it does not represent the residual cash flow available for discretionary expenditures. Free Cash Flow is not necessarily a measure of our ability to fund our cash needs.

In light of these limitations, management uses these non-GAAP measures to supplement, not replace, our GAAP results. The non-GAAP measures used herein are not necessarily comparable to similarly titled captions of other companies due to different calculation methods. Non-GAAP financial measures should not be considered in isolation, as an alternative to, or superior to information prepared and presented in accordance with GAAP. These measures are frequently used by analysts, investors and other interested parties to evaluate companies in our industry. By providing these non-GAAP measures together with a reconciliation to the most comparable GAAP measure, we believe we are enhancing investors' understanding of our business and our results of operations, as well as assisting investors in evaluating how well we are executing our strategic initiatives.

We define GMV as the gross total dollar value of orders reviewed through our ecommerce risk intelligence platform during the period indicated, including the value of orders that we did not approve.

We define each of our non-GAAP measures of financial performance, as the respective GAAP balances shown in the below tables, adjusted for, as applicable, depreciation and amortization (including amortization of capitalized internal-use software as presented in our statement of cash flows), share-based compensation expense, payroll taxes related to share-based compensation, litigation-related expenses, restructuring costs, provision for (benefit from) income taxes, other income (expense) including foreign currency transaction gains and losses and gains and losses on non-designated hedges, and interest income (expense). Adjusted EBITDA margin represents Adjusted EBITDA expressed as a percentage of revenue. Non-GAAP Gross Profit Margin represents Non-GAAP Gross Profit expressed as a percentage of revenue. We define non-GAAP net profit (loss) per share as non-GAAP net profit (loss) divided by non-GAAP weighted-average shares. We define non-GAAP weighted-average shares, as GAAP weighted average shares, adjusted to reflect any dilutive ordinary share equivalents resulting from non-GAAP net profit (loss), if applicable.

We define Free Cash Flow as net cash provided by (used in) operating activities, less cash purchases of property and equipment.

Management believes that by excluding certain items from the associated GAAP measure, these non-GAAP measures are useful in assessing our performance and provide meaningful supplemental information due to the following factors:

Depreciation and amortization: We exclude depreciation and amortization (including amortization of capitalized internal-use software) because we believe that these costs are not core to the performance of our business and the utilization of the underlying assets being depreciated and amortized can change without a corresponding impact on the operating performance of our business. Management believes that excluding depreciation and amortization facilitates comparability with other companies in our industry.

Share-based compensation expense: We exclude share-based compensation expense primarily because it is a non-cash expense that does not directly correlate to the current performance of our business. This is because the expense is calculated based on the grant date fair value of an award which may vary significantly from the current fair market value of the award based on factors outside of our control. Share-based compensation expense is principally aimed at aligning our employees' interests with those of our shareholders and at long-term retention, rather than to address operational performance for any particular period.

Payroll taxes related to share-based compensation: We exclude employer payroll tax expense related to share-based compensation in order to see the full effect that excluding that share-based compensation expense had on our operating results. These expenses are tied to the exercise or vesting of underlying equity awards and the price of our common stock at the time of vesting or exercise, which may vary from period to period independent of the operating performance of our business.

Litigation-related expenses: We exclude costs associated with the legal matter previously disclosed under the caption "Legal Proceedings" in our Form 6-K furnished with the Securities and Exchange Commission ("SEC") on August 15, 2023, because such costs are not reflective of costs associated with our ongoing business and operating results and are viewed as unusual and infrequent.

Restructuring costs: We exclude costs associated with the reduction in force previously disclosed in our Form 6-K furnished with the Securities and Exchange Commission ("SEC") on February 13, 2024, because these costs are related to one-time severance and benefit payments and are not reflective of costs associated with our ongoing business and operating results and are viewed as unusual and infrequent.

We are not able to provide a reconciliation of Adjusted EBITDA, non-GAAP gross profit, and free cash flow guidance for the fiscal year ending December 31, 2024 to net profit (loss), gross profit, and net cash provided by (used in) operating activities, because certain items that are excluded from these non-GAAP metrics but included in the most directly comparable GAAP financial measures, cannot be predicted on a forward-looking basis without unreasonable effort or are not within our control. For example, we are unable to forecast the magnitude of foreign currency transaction gains or losses which are subject to many economic and other factors beyond our control. For the same reasons, we are unable to address the probable significance of the unavailable information, which could have a potentially unpredictable and potentially significant impact on our future GAAP financial results.

See the tables below for reconciliations of these non-GAAP financial measures to the most directly comparable GAAP measures.

Forward Looking Statements

This press release contains forward-looking statements within the meaning of the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. We intend such forward-looking statements to be covered by the safe harbor provisions for forward looking statements contained in Section 27A of the U.S. Securities Act of 1933, as amended (the "Securities Act") and Section 21E of the Exchange Act. All statements contained in this press release other than statements of historical fact, including, without limitation, statements regarding our revenue and adjusted EBITDA guidance for fiscal year 2024, our anticipated non-GAAP gross profit margin and free cash flow for fiscal year 2024, cash flow expectations, future growth potential in new verticals and new geographies, anticipated benefits of our share repurchase program and our completion of Israeli regulatory procedures required in connection with the additional repurchase authority thereunder, internal modeling assumptions, expectations as to the macroeconomic environment, expectations as to our new merchant pipeline and upsell opportunities, the performance of our multi-product platform, our management of our cash outflow and leverage, our expected quarterly expenses and our business plans and strategy are forward looking statements, which reflect our current views with respect to future events and are not a guarantee of future performance. The words "believe," "may," "will," "estimate," "potential," "continue," "anticipate," "intend," "expect," "could," "would," "project," "forecasts," "aims," "plan," "target," and similar expressions are intended to identify forward-looking statements, though not all forward-looking statements use these words or expressions.

Actual outcomes may differ materially from the information contained in the forward-looking statements as a result of a number of factors, including, without limitation, the following: our ability to manage our growth effectively; continued use of credit cards and other payment methods that expose merchants to the risk of payment fraud, and other changes in laws and regulations, including card scheme rules, related to the use of these payment methods, and the emergence of new alternative payments products; our history of net losses and ability to achieve profitability; our ability to attract new merchants and retain existing merchants; the impact of macroeconomic conditions on us and on the performance of our merchants; our ability to continue to improve our machine learning models; fluctuations in our CTB Ratio and gross profit margin, including as a result of large-scale merchant fraud attacks or other security incidents; our ability to protect the information of our merchants and consumers; our ability to predict future revenue due to lengthy sales cycles; seasonal fluctuations in revenue; competition; our merchant concentration; the financial condition of our merchants, particularly in challenging macroeconomic environments; our ability to increase the adoption of our products and to develop and introduce new products; our ability to mitigate the risks involved with selling our products to large enterprises; our ability to retain the services of our executive officers, and other key personnel, including our co-founders; our ability to attract and retain highly qualified personnel, including software engineers and data scientists, particularly in Israel; changes to our prices and pricing structure; our exposure to existing and potential future litigation claims; our exposure to fluctuations in currency exchange rates, including recent declines in the value of the Israeli shekel against the US dollar as a result of the ongoing conflict in Israel; our ability to obtain additional capital; our third-party providers of cloud-based infrastructure; our ability to protect our intellectual property rights; technology and infrastructure interruptions or performance problems; the efficiency and accuracy of our machine learning models and access to third-party and merchant data; our ability to comply with evolving data protection, privacy and security laws; the development of regulatory frameworks for machine learning technology and artificial intelligence; our use of open-source software; our ability to enhance and maintain our brand; our ability to execute potential acquisitions, strategic investments, partnerships, or alliances; our ability to successfully establish partnership channels and to integrate with these partners; potential claims related to the violation of the intellectual property rights of third parties; our failure to comply with anti-corruption, trade compliance, and economic sanctions laws and regulations; disruption, instability and volatility in global markets and industries; our ability to enforce non-compete agreements entered into with our employees; our ability to maintain effective systems of disclosure controls and financial reporting; our ability to accurately estimate or judgements relating to our critical accounting policies; our business in China; changes in tax laws or regulations; increasing scrutiny of, and expectations for, environmental, social and governance initiatives; potential future requirements to collect sales or other taxes; potential future changes in the taxation of international business and corporate tax reform; changes in and application of insurance laws or regulations; conditions in Israel that may affect our operations; the impact of the dual class structure of our ordinary shares; risks associated with our share repurchase program, including the risk that the program could increase volatility and fail to enhance shareholder value; our status as a foreign private issuer; and other risk factors set forth in Item 3.D - "Risk Factors" in our Annual Report on Form 20-F for the fiscal year ended December 31, 2023, as filed with the SEC on March 6, 2024, and other documents filed with or furnished to the SEC. These statements reflect management's current expectations regarding future events and operating performance and speak only as of the date of this press release. You should not put undue reliance on any forward-looking statements. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee that future results, levels of activity, performance and events and circumstances reflected in the forward-looking statements will be achieved or will occur. Except as required by applicable law, we undertake no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise.

About Riskified

Riskified empowers businesses to unleash ecommerce growth by taking risk off the table. Many of the world's biggest brands and publicly traded companies selling online rely on Riskified for guaranteed protection against chargebacks, to fight fraud and policy abuse at scale, and to improve customer retention. Developed and managed by the largest team of ecommerce risk analysts, data scientists and researchers, Riskified's AI-powered fraud and risk intelligence platform analyzes the individual behind each interaction to provide real-time decisions and robust identity-based insights. Learn more at riskified.com.

RISKIFIED LTD. CONSOLIDATED BALANCE SHEETS (in thousands, except share data)

	As of March 31, 2024 (unaudited)	As of December 31, 2023
Assets		
Current assets:		
Cash and cash equivalents	\$ 421,534	\$ 440,838
Short-term deposits	5,000	5,000
Accounts receivable, net	33,676	46,886
Prepaid expenses and other current assets	11,273	10,607

Short-term investments	28,676	28,968
Total current assets	500,159	532,299
Property and equipment, net	14,823	15,639
Operating lease right-of-use assets	28,612	29,742
Deferred contract acquisition costs	14,965	15,562
Other assets, noncurrent	8,431	8,690
Total assets	<u>\$ 566,990</u>	<u>\$ 601,932</u>
Liabilities and Shareholders' Equity		
Current liabilities:		
Accounts payable	\$ 2,143	\$ 2,573
Accrued compensation and benefits	22,203	24,016
Guarantee obligations	9,163	12,719
Provision for chargebacks, net	9,735	12,092
Operating lease liabilities, current	5,464	5,615
Accrued expenses and other current liabilities	11,495	12,796
Total current liabilities	60,203	69,811
Operating lease liabilities, noncurrent	24,403	25,694
Other liabilities, noncurrent	15,990	14,706
Total liabilities	100,596	110,211
Shareholders' equity:		
Class A ordinary shares, no par value; 900,000,000 shares authorized as of March 31, 2024 and December 31, 2023; 125,409,688 and 128,738,857 shares issued and outstanding as of March 31, 2024 and December 31, 2023, respectively	—	—
Class B ordinary shares, no par value; 232,500,000 shares authorized as of March 31, 2024 and December 31, 2023; 48,902,840 and 49,814,864 shares issued and outstanding as of March 31, 2024 and December 31, 2023, respectively	—	—
Treasury shares at cost, 9,452,508 and 3,038,865 ordinary shares as of March 31, 2024 and December 31, 2023, respectively	(43,584)	(13,155)
Additional paid-in capital	933,306	916,371
Accumulated other comprehensive profit (loss)	(129)	74
Accumulated deficit	(423,199)	(411,569)
Total shareholders' equity	466,394	491,721
Total liabilities and shareholders' equity	<u>\$ 566,990</u>	<u>\$ 601,932</u>

RISKIFIED LTD.
CONSOLIDATED STATEMENTS OF OPERATIONS
(in thousands, except share and per share data)

	Three Months Ended March 31,	
	2024	2023
	(unaudited)	
Revenue	\$ 76,408	\$ 68,907
Cost of revenue	34,288	33,066
Gross profit	42,120	35,841
Operating expenses:		
Research and development	17,772	18,794
Sales and marketing	23,214	22,123
General and administrative	17,047	17,913
Total operating expenses	58,033	58,830
Operating profit (loss)	(15,913)	(22,989)
Interest income (expense), net	5,741	5,447
Other income (expense), net	(160)	745
Profit (loss) before income taxes	(10,332)	(16,797)
Provision for (benefit from) income taxes	1,298	1,154
Net profit (loss)	<u>\$ (11,630)</u>	<u>\$ (17,951)</u>
Other comprehensive profit (loss), net of tax:		
Other comprehensive profit (loss)	(203)	(948)

Comprehensive profit (loss)	\$ (11,833)	\$ (18,899)
Net profit (loss) per share attributable to Class A and B ordinary shareholders, basic and diluted	\$ (0.07)	\$ (0.10)
Weighted-average shares used in computing net profit (loss) per share attributable to Class A and B ordinary shareholders, basic and diluted	177,060,316	172,844,115

RISKIFIED LTD.
CONSOLIDATED STATEMENTS OF CASH FLOWS
(in thousands)

	Three Months Ended March 31,	
	2024	2023
	(unaudited)	
Cash flows from operating activities:		
Net profit (loss)	\$ (11,630)	\$ (17,951)
Adjustments to reconcile net profit (loss) to net cash provided by (used in) operating activities:		
Unrealized loss (gain) on foreign currency	(12)	(886)
Provision for (benefit from) account receivable allowances	211	140
Depreciation and amortization	882	900
Amortization of capitalized internal-use software costs	383	383
Amortization of deferred contract costs	2,707	2,047
Share-based compensation expense	15,522	16,356
Non-cash right-of-use asset changes	1,130	1,111
Changes in accrued interest	(373)	(361)
Ordinary share warrants issued to a customer	383	384
Other	86	37
Changes in operating assets and liabilities:		
Accounts receivable	12,869	8,765
Deferred contract acquisition costs	(1,585)	(1,583)
Prepaid expenses and other assets	(894)	691
Accounts payable	(332)	334
Accrued compensation and benefits	(1,561)	(3,494)
Guarantee obligations	(3,556)	(2,430)
Provision for chargebacks, net	(2,357)	(5,047)
Operating lease liabilities	(1,175)	(620)
Accrued expenses and other liabilities	(37)	1,453
Net cash provided by (used in) operating activities	10,661	229
Cash flows from investing activities:		
Purchases of short-term deposits	—	(50,000)
Maturities of short-term deposits	—	129,000
Purchases of property and equipment	(178)	(187)
Net cash provided by (used in) investing activities	(178)	78,813
Cash flows from financing activities:		
Proceeds from exercise of share options	1,030	1,206
Purchases of treasury shares	(30,429)	—
Net cash provided by (used in) financing activities	(29,399)	1,206
Effects of exchange rates on cash, cash equivalents, and restricted cash	(388)	216
Net increase (decrease) in cash, cash equivalents, and restricted cash	(19,304)	80,464
Cash, cash equivalents, and restricted cash—beginning of period	440,838	191,017
Cash, cash equivalents, and restricted cash—end of period	\$ 421,534	\$ 271,481

Reconciliation of GAAP to Non-GAAP Measures

The following tables reconcile non-GAAP measures to the most directly comparable GAAP measure and are presented in thousands except for share and per share amounts.

	Three Months Ended March 31,	
	2024	2023
	(unaudited)	
Net profit (loss)	\$ (11,630)	\$ (17,951)

Provision for (benefit from) income taxes	1,298	1,154
Interest (income) expense, net	(5,741)	(5,447)
Other (income) expense, net	160	(745)
Depreciation and amortization	1,265	1,283
Share-based compensation expense	15,522	16,356
Payroll taxes related to share-based compensation	201	148
Litigation-related expenses	—	33
Restructuring costs	1,676	—
Adjusted EBITDA	<u>\$ 2,751</u>	<u>\$ (5,169)</u>
Net profit (loss) margin	(15)%	(26)%
Adjusted EBITDA Margin	4%	(8)%

Three Months Ended March 31,		
	2024	2023
	(unaudited)	
GAAP gross profit	\$ 42,120	\$ 35,841
Plus: depreciation and amortization	427	438
Plus: share-based compensation expense	211	195
Plus: payroll taxes related to share-based compensation	5	2
Plus: restructuring costs	139	—
Non-GAAP gross profit	<u>\$ 42,902</u>	<u>\$ 36,476</u>
Gross profit margin	55%	52%
Non-GAAP gross profit margin	56%	53%

Three Months Ended March 31,		
	2024	2023
	(unaudited)	
GAAP cost of revenue	\$ 34,288	\$ 33,066
Less: depreciation and amortization	427	438
Less: share-based compensation expense	211	195
Less: payroll taxes related to share-based compensation	5	2
Less: restructuring costs	139	—
Non-GAAP cost of revenue	<u>\$ 33,506</u>	<u>\$ 32,431</u>
GAAP research and development	\$ 17,772	\$ 18,794
Less: depreciation and amortization	387	393
Less: share-based compensation expense	3,422	3,434
Less: payroll taxes related to share-based compensation	1	—
Less: restructuring costs	555	—
Non-GAAP research and development	<u>\$ 13,407</u>	<u>\$ 14,967</u>
GAAP sales and marketing	\$ 23,214	\$ 22,123
Less: depreciation and amortization	251	257
Less: share-based compensation expense	4,939	4,897
Less: payroll taxes related to share-based compensation	106	69
Less: restructuring costs	529	—
Non-GAAP sales and marketing	<u>\$ 17,389</u>	<u>\$ 16,900</u>
GAAP general and administrative	\$ 17,047	\$ 17,913
Less: depreciation and amortization	200	195
Less: share-based compensation expense	6,950	7,830
Less: payroll taxes related to share-based compensation	89	77
Less: litigation-related expenses	—	33
Less: restructuring costs	453	—
Non-GAAP general and administrative	<u>\$ 9,355</u>	<u>\$ 9,778</u>

Three Months Ended March 31,		
	2024	2023
	(unaudited)	

Net cash provided by (used in) operating activities	\$ 10,661	\$ 229
Purchases of property and equipment	(178)	(187)
Free Cash Flow	\$ 10,483	\$ 42
Three Months Ended March 31,		
	2024	2023
	(unaudited)	
Net profit (loss)	\$ (11,630)	\$ (17,951)
Depreciation and amortization	1,265	1,283
Share-based compensation expense	15,522	16,356
Payroll taxes related to share-based compensation	201	148
Litigation related expenses	—	33
Restructuring costs	1,676	—
Non-GAAP net profit (loss)	\$ 7,034	\$ (131)
Weighted-average shares used in computing net profit (loss) and non-GAAP net profit (loss) per share attributable to Class A and B ordinary shareholders, basic	177,060,316	172,844,115
Add: Dilutive Class A and B ordinary share equivalents	5,449,794	—
Weighted-average shares used in computing non-GAAP net profit (loss) per share attributable to Class A and B ordinary shareholders, diluted	182,510,110	172,844,115
Net profit (loss) per share attributable to Class A and B ordinary shareholders, basic and diluted	\$ (0.07)	\$ (0.10)
Non-GAAP net profit (loss) per share attributable to Class A and B ordinary shareholders, basic	\$ 0.04	\$ (0.00)
Non-GAAP net profit (loss) per share attributable to Class A and B ordinary shareholders, diluted	\$ 0.04	\$ (0.00)

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