



# Financial Results & Investor Presentation

Q4 2024

# Safe Harbor Statement

This presentation contains forward-looking statements. These statements may relate to, but are not limited to, plans for growth, technological capabilities and new features and products and the long-term financial targets of Dropbox, Inc. ("Dropbox," "we," "us," or similar terms), as well as assumptions relating to the foregoing. Forward-looking statements are inherently subject to risks and uncertainties, some of which cannot be predicted or quantified. In some cases, you can identify forward-looking statements by terminology such as "may," "will," "should," "could," "expect," "plan," "anticipate," "believe," "estimate," "predict," "intend," "potential," "would," "continue," "ongoing" or the negative of these terms or other comparable terminology. You should not put undue reliance on any forward-looking statements. Forward-looking statements should not be read as a guarantee of future performance or results, and will not necessarily be accurate indications of the times at, or by, which such performance or results will be achieved, if at all.

Forward-looking statements are based on information available at the time those statements are made or management's good-faith beliefs and assumptions as of that time with respect to future events, and are subject to risks and uncertainties that could cause actual performance or results to differ materially from those expressed in, or suggested by, the forward-looking statements. In light of these risks and uncertainties, the events and circumstances contemplated by the forward-looking statements made in this presentation may not occur and actual results could differ materially from those anticipated or implied in the forward-looking statements. These risks and uncertainties are described in greater detail under the heading "Risk Factors" in our quarterly report on Form 10-Q for the fiscal quarter ended June 30, 2024 that we filed with the Securities and Exchange Commission (the "SEC") on August 9, 2024, and include, but are not limited to, the impact to our financial results, business operations, the business of our customers, suppliers, partners and the economy as a result of general macro economic, political and market uncertainty, as well as the potential for a more permanent global shift to remote work; our ability to retain and upgrade paying users, and increase our recurring revenue; our ability to attract new users or convert registered users to paying users; our future financial performance, including trends in revenue, costs of revenue, gross profit or gross margin, operating expenses, paying users, and free cash flow, including, in all respects, with respect to any future targets described herein; our ability to maintain profitability; our liability for any unauthorized access to our data or our users' content, including through privacy and data security breaches, significant disruption of service on our platform or loss of content, particularly from any potential disruptions in the supply chain for hardware necessary to offer our services; any decline in demand for our platform or for content collaboration solutions in general; changes in the interoperability of our platform across devices, operating systems, and third-party applications that we do not control; competition in our markets; our ability to respond to rapid technological changes, extend our platform, develop new features or products, or gain market acceptance for such new features or products, our ability to manage our growth or plan for future growth; our acquisition of other businesses and the potential of such acquisitions to require significant management attention, disrupt our business, or dilute stockholder value; our ability to attract and retain key personnel and highly qualified personnel; our capital allocation plans with respect to our stock repurchase program and other investments; and the dual class structure of our common stock and its effect of concentrating voting control with certain stockholders who held our capital stock prior to the completion of our initial public offering. These factors could cause actual results, performance or achievement to differ materially and adversely from those anticipated or implied in the forward-looking statements. Additional information will be available in other future reports that we may file with the SEC from time-to-time, which could cause actual results to vary from expectations. Except as required by law, Dropbox does not undertake any obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future developments or otherwise.

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# Financial Performance

**\$2.548 billion**

**TTM<sup>1</sup> revenue**

**1.9%**

**TTM revenue growth**

**84.0%**

**TTM Non-GAAP  
gross margin**

**36.4%**

**TTM Non-GAAP  
operating margin**

**\$872M**

**TTM FCF<sup>2</sup>**

**18.22M**

**Paying users<sup>3</sup>**

(1) TTM: Trailing Twelve Months

(2) FCF: Free Cash Flow, defined as Operating Cash Flow less Capital Expenditures

(3) Paying users as of 12/31/2024



# Investment Highlights



- 1 Scaled platform driven by our core File, Sync, and Share product offering
- 2 Subscription-based, recurring revenue model
- 3 Loyal users with a high retention profile
- 4 High margin business supported by self-serve model
- 5 Strong free cash flow conversion
- 6 Self-funded investments for high-growth opportunities
- 7 Consistent capital return to shareholders



# Business Overview

DROPBOX MISSION

Design a more  
enlightened way  
of working



# Our Journey

1

WHERE WE STARTED

## Dropbox Launches in 2008

- Multi-device usage and universal file sharing in its infancy
- Migration to online cloud storage begins
- Flagship product: File, Sync, and Share

2

DROPBOX TODAY

## File, Sync, and Share

- A leader in the \$12bn content sharing and collaboration applications category<sup>1</sup>
- Large-scale infrastructure to support 700m+ registered users and 18.22m paying customers
- Collaborative working tools and advanced security features

3

DROPBOX TOMORROW

## Organize and Secure All Cloud Content

- Dropbox evolves from syncing your files to organizing all your cloud content
- The proliferation of SaaS tools and content platforms has created new challenges for end users around finding, organizing, securing, and sharing content
- Solving for fragmented content experiences in a cloud-first workplace
- Leveraging AI to solve for cloud content organization, security, real-time suggestions, knowledge management, and data insights

(1) Content Sharing and Collaboration applications are classified as applications that enable users to store, synchronize, and share file-based content and folders across designated devices, people, and applications.



DROPBOX TODAY

# A workplace for digital collaboration



## Secure

Secure, streamlined content management with robust scalable solutions



## Organize

Enhances where and how you work with seamless integrations and intuitive content organizations



## Share

Effortless sharing and collaboration across teams and external partners





# File Sync and Share (FSS) Plans

## FOR BUSINESS TEAMS

### Standard

**\$18.00 / user / month**  
**\$180.00 / user / year**  
**3 users minimum**

5TB of storage (pooled)

### Business

**\$18.00 / user / month**  
**\$180.00 / user / year**  
**3 users minimum**

9TB of storage (pooled)

### Advanced

**\$30.00 / user / month**  
**\$288.00 / user / year**  
**3 users minimum**

15TB of storage (pooled)

### Business Plus

**\$30.00 / user / month**  
**\$288.00 / user / year**  
**3 users minimum**

15TB of storage (pooled)

### Enterprise

**Negotiated pricing**

As much storage as needed

## FOR INDIVIDUALS

### Basic

Free

2GB of storage

### Plus

**\$11.99 / month**  
**\$119.88 / year**

2TB of storage

### Family

**\$19.99 / month**  
**\$203.88 / year**

2TB of storage

### Essentials

**\$22.00 / month**  
**\$216 / year**

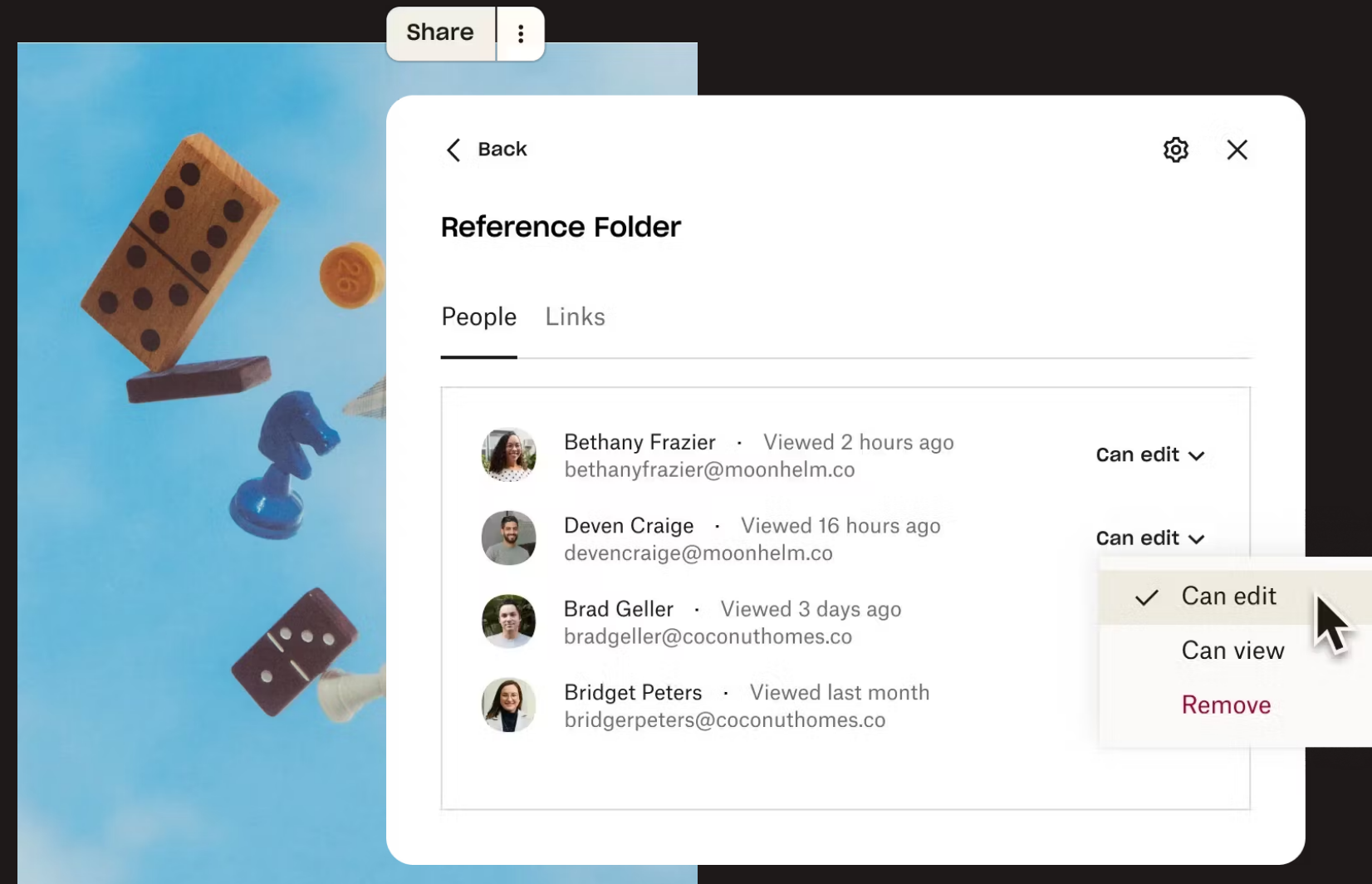
3TB of storage



Secure

Our robust security features protect proprietary information and provide peace of mind to customers as they build relationships with their own teams, clients, and partners.

- Compliance for Files and Data
- Two-factor Authentication
- Device Approval and Management
- File Permissions and Locking
- Version History and File Recovery

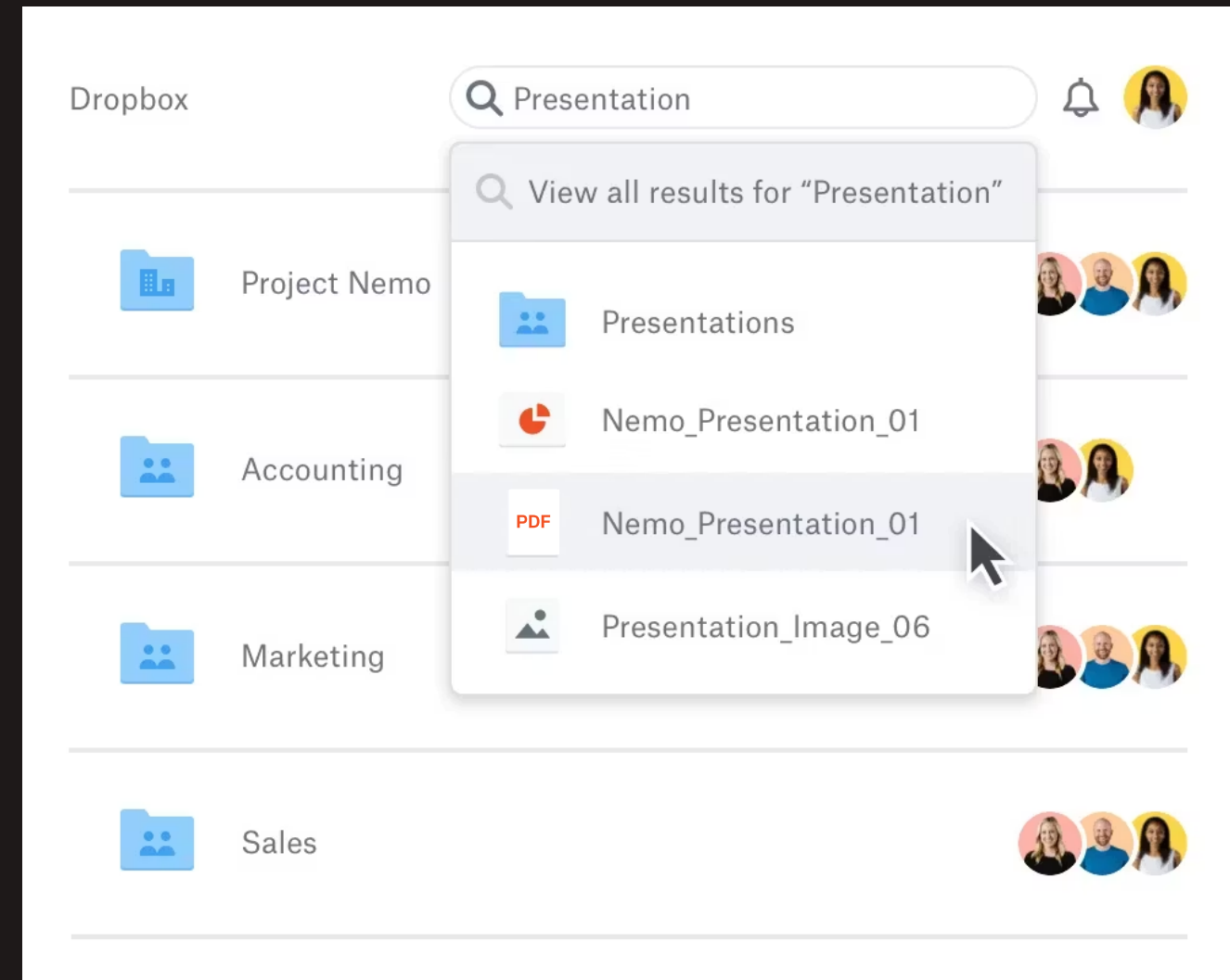




Organize

We make file organization effortless and intuitive with easy-to-use folder structures and seamless integrations, allowing customers to quickly find what they need so they can get more time to focus more on high-value work.

- File naming, sorting, tagging, and starring
- Smart-search
- Automatic file backup and sync
- Microsoft co-authoring
- PDF annotation

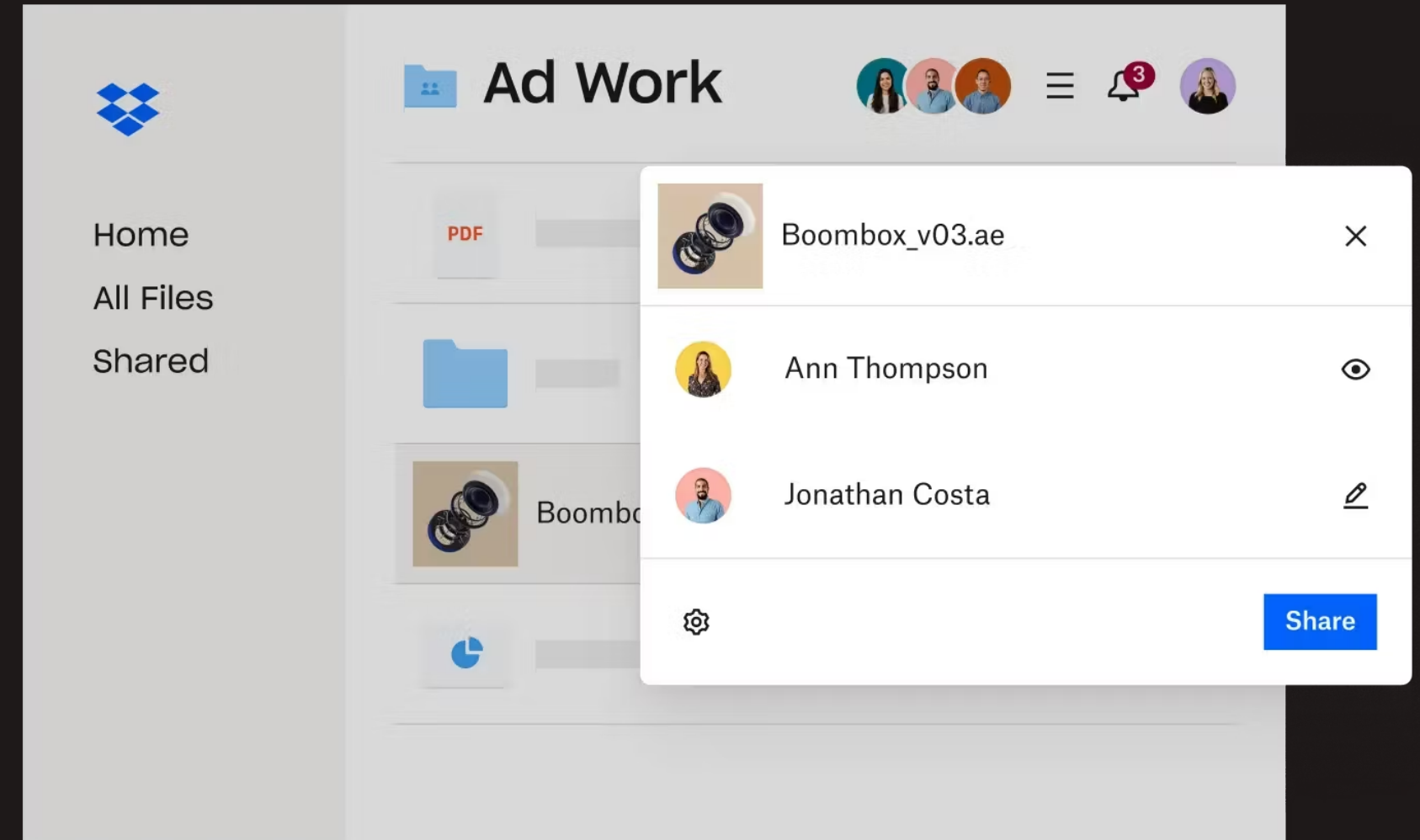




 Share

Sharing is key to growth, so we've focused on creating a simple and efficient experience for sending large files, managing access, tracking document activity, and syncing edits in real-time, helping teams work together more effectively.

- Advanced sharing controls
- Assign to-dos
- Large file sharing and file transfer
- Digital watermarking
- Password protection
- Folder permission management





## Dropbox DocSend

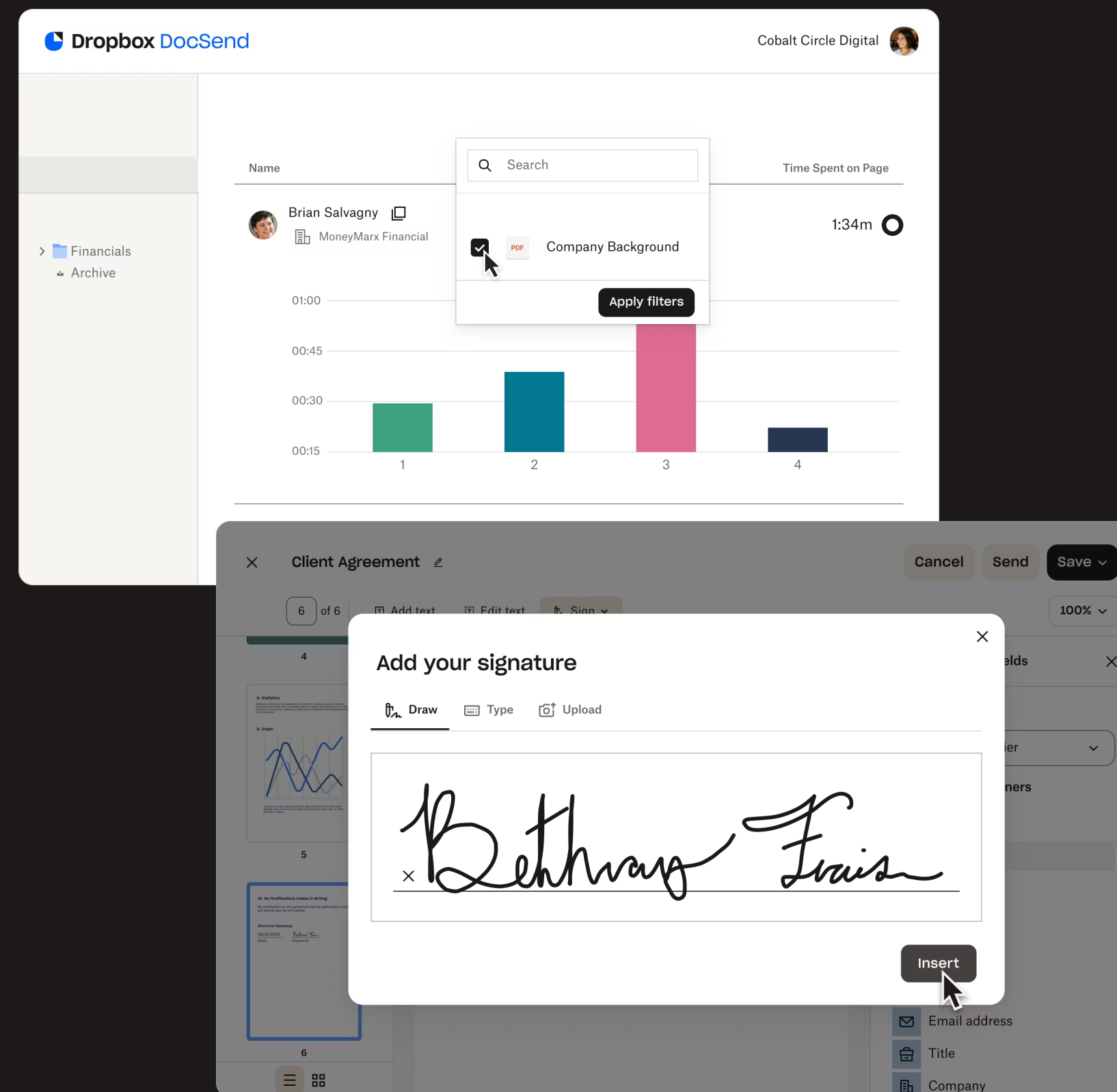
DocSend gives teams a single, scalable deal platform that maximizes file sharing security and minimizes file viewing friction all while delivering instant alerts that track engagement with documents. We remain focused on making execution faster, data-driven, and more secure.

- Secure sharing
- Document analytics
- Video analytics
- Dynamic watermarking
- Advanced data rooms
- Secure client portals
- eSignature
- One-click NDA

## Dropbox Sign

Sign makes agreements easy with simple and secure eSignatures. With Sign, anyone can set up a document for signature, eSign, and track the agreement process for their most important documents

- Standalone or integrated into Dropbox FSS
- Unlimited signatures
- Tamper-proof documents
- AES 256-bit encryption
- Signer fields with data validation
- Template links
- Audit trail
- 22 languages





# Scaled User Base

## Q4'24 User Metrics

**700M+**

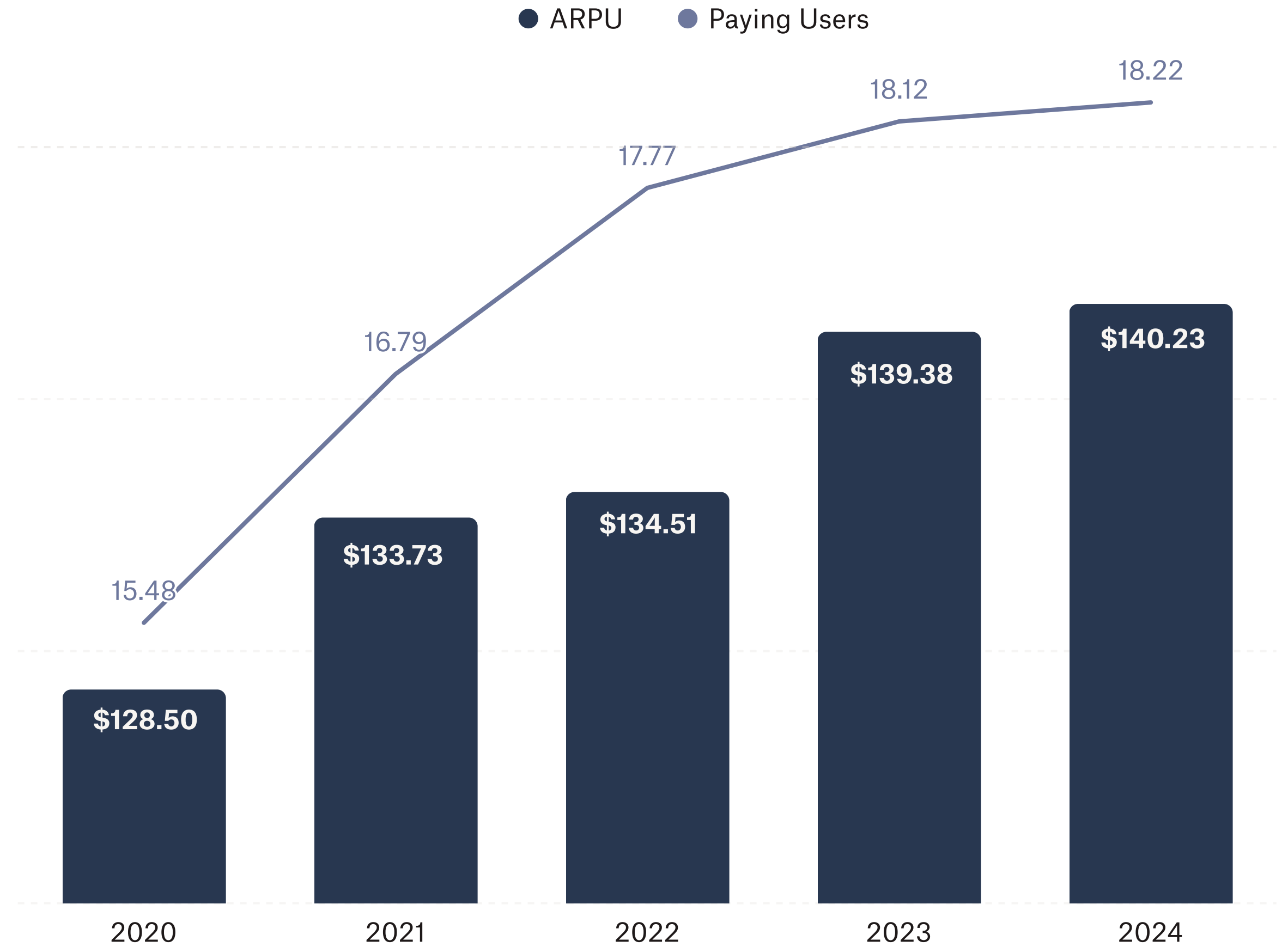
Registered Users

**18.22M**

Paying Users

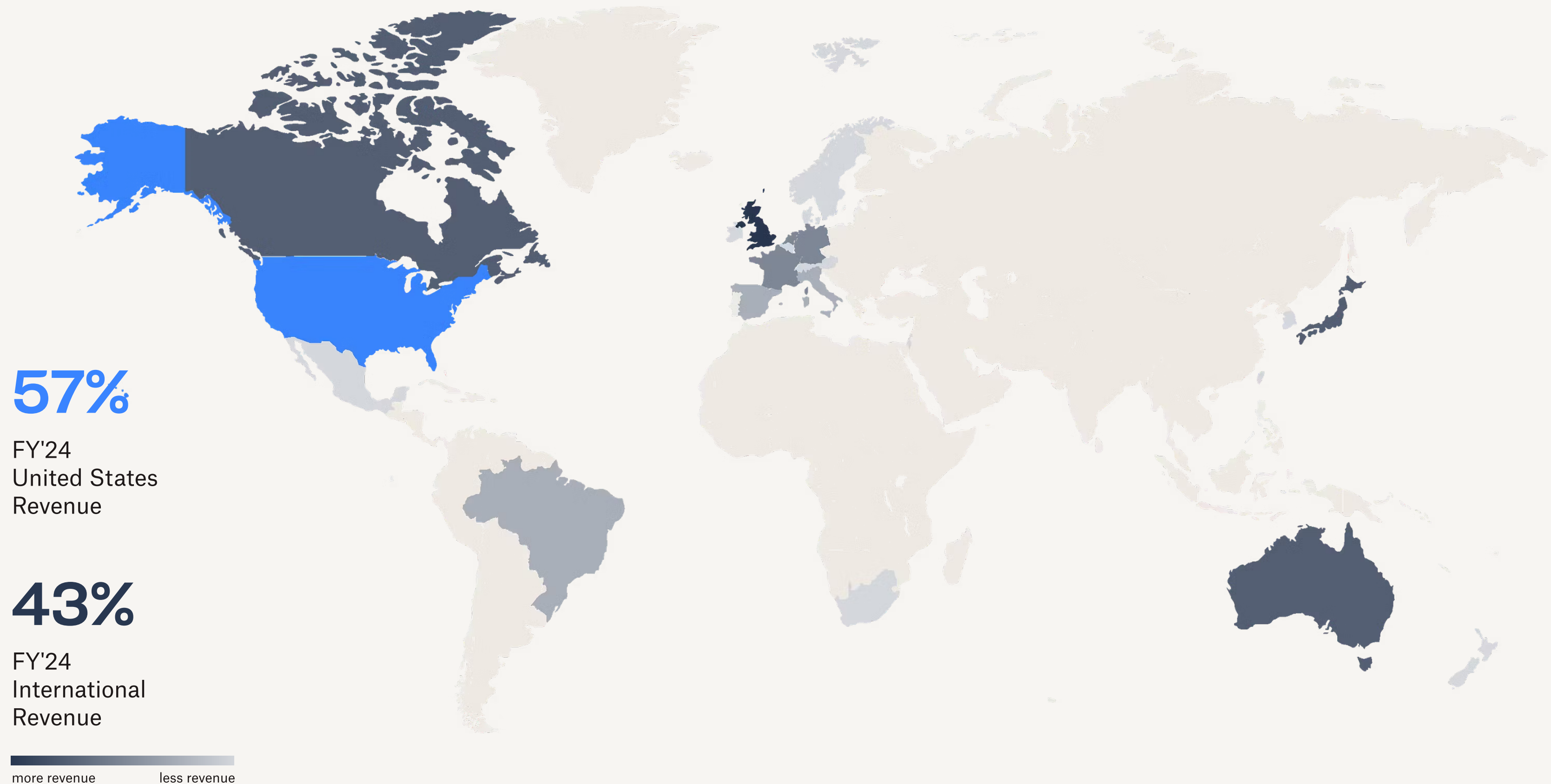
**~575k**

Paying Teams





# Globally recognized brand in 180 countries





# Served by scaled infrastructure

Core Data Center   Network Point of Presence (POP)   Public Data Center

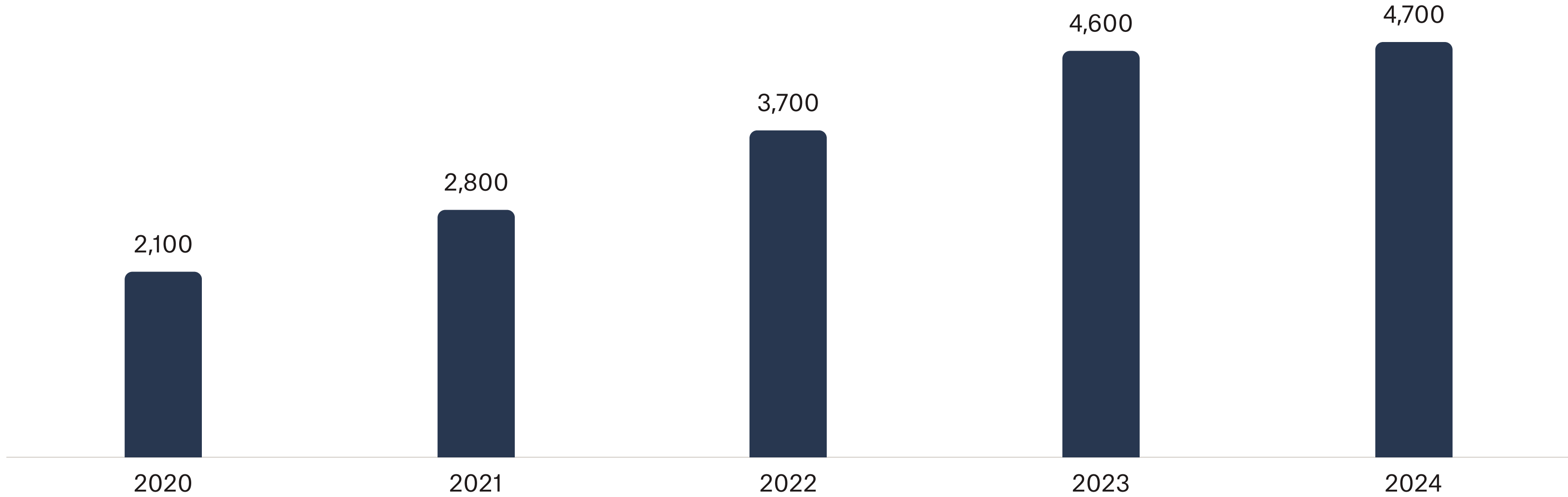






# Securing and organizing 1T+ pieces of content

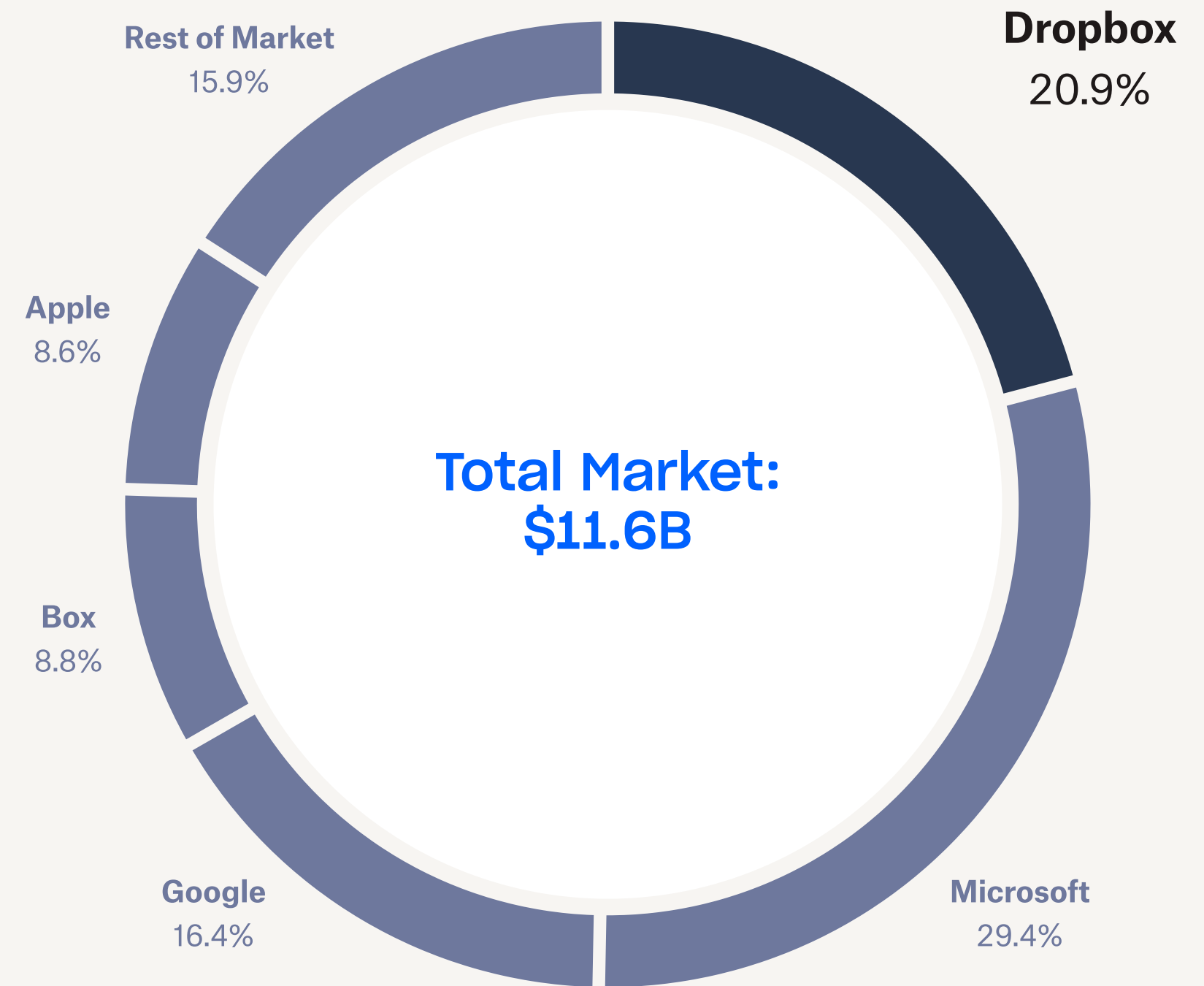
Total Customer Storage (Petabytes)<sup>1</sup>



(1) Petabytes are rounded to the nearest hundred



# Our FSS business: a category leader



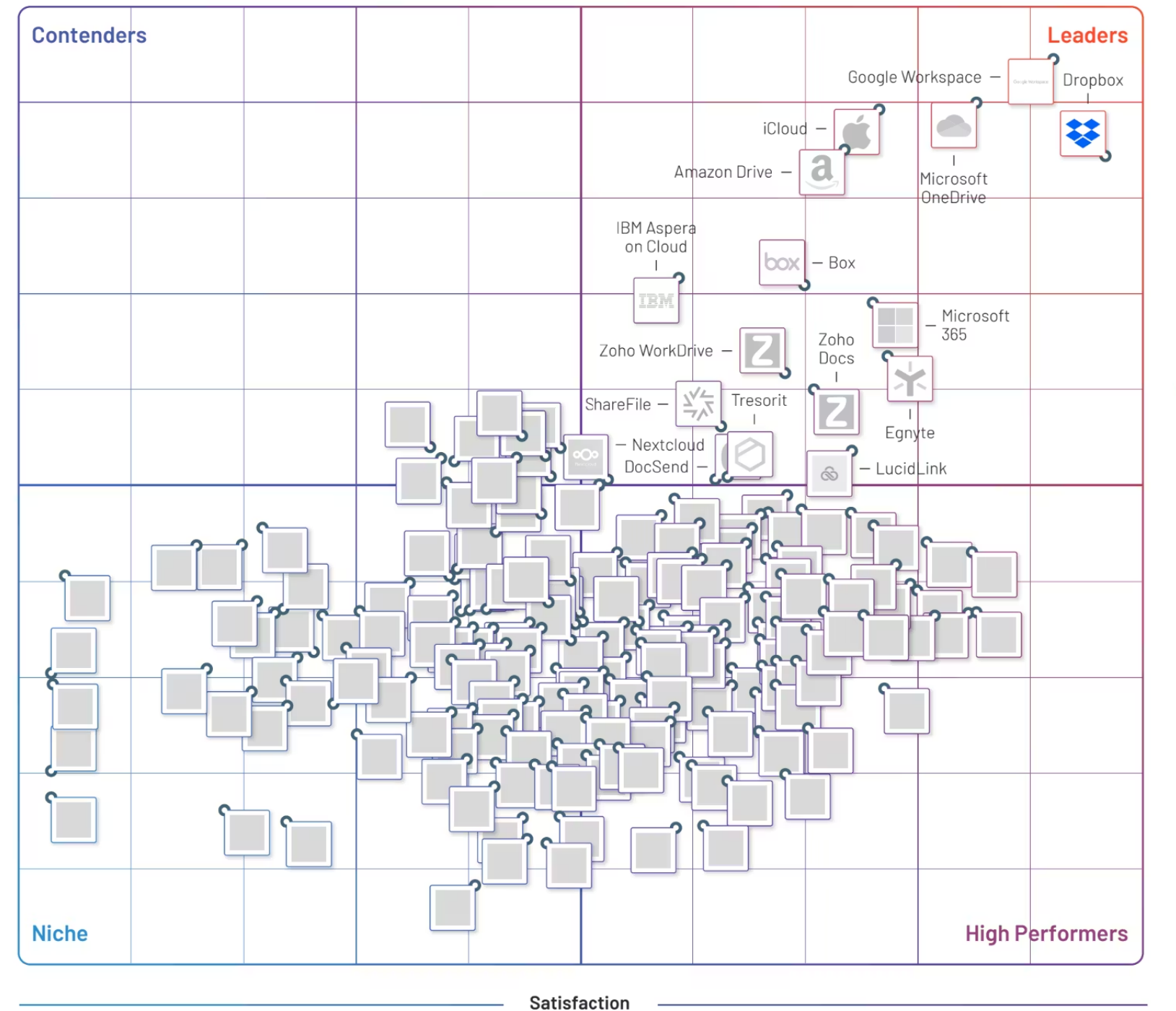
(1) Source: IDC, May 2024

(2) Content Sharing and Collaboration applications are classified as applications that enable users to store, synchronize, and share file-based content and folders across designated devices, people, and applications.



# Ranked by G2 as a leader in **customer satisfaction** and **market presence**

G2 Grid® for **Cloud Content Collaboration** | Fall 2024



## Cloud Content Collaboration Software: All



# Growth Drivers

## File, Sync, and Share

### Activate

Drive top-of-funnel engagement through increased sharing and signup activity

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### Convert

Drive registered users to become paying users of Individual and Team plans

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### Upsell

Prompt existing users to upgrade to premium plans, additional licenses and add-ons, and new product experiences such as Dash

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### Retain

Enhance the core sync experience with a focus on performance and reliability





# Why customers choose Dropbox

Ease of use

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Security

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Seamless Collaboration

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Speed & Reliability

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Neutral platform

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Storage Capacity

*Ausolan.*

"Ausolan's added value comes from the professionalism of our staff and the differentiation of our services. Dropbox plays a key role in the technological infrastructure we need to meet that goal, helping us to work faster and better, in both our internal and external processes. We know how important it is to complete our work on time and to the highest quality for our clients. And during the pandemic, that would not have been possible without Dropbox."

- Ausolan



"We can't imagine doing any of this without Dropbox... We just wouldn't be able to stay organized the way we do now—it's completely integrated into our workflow."

- DeMuro Das



# Forces Impacting the Landscape

## Cloud Content Collaboration

- Rise of comprehensive platform ecosystems
- Teams seek multi-cloud networking solutions and ways to search and organize their cloud content
- Content modernization and a shift to public cloud solutions will be a sustaining growth factor with the share of public cloud solutions growing from 77.9% in 2023 to 87.3% in 2028<sup>1</sup>

## Software Proliferation

- Knowledge workers seek efficiency and organization as they continue to adopt additional software tools
- As of May, 2023, The average number of applications a knowledge worker used was 11, compared to six applications in 2019<sup>2</sup>
- More than two-thirds of workers say they waste up to 60 minutes at work navigating between apps, and 68 percent of workers toggle between apps up to 10 times an hour<sup>3</sup>

## Security & Compliance

- Material driver of user adoption and customer purchase decisions
- Growing significance as teams adopt new tools and look to AI-enabled solutions.
- 72% of security executives have increased their risk management investment in AI governance and 67% say GenAI increases their cyber attack vector<sup>4</sup>

## Artificial Intelligence

- OpenAI's ChatGPT release triggered industry-wide development of LLMs
- Platforms integrate AI and ML for enhanced content management, search, and collaboration
- Early stages of long-term implementation
- More Than 80% of Enterprises Will Have Used Generative AI APIs or Deployed Generative AI-Enabled Applications by 2026<sup>5</sup>

(1) Source: IDC, Worldwide Content Services Applications Forecast, 2024-2028, May 2024

(2) Source: Gartner, Digital Workers Struggle to Find the Information Needed to Effectively Perform Their Jobs

(3) Source: RingCentral, From Workplace Chaos to Zen

(4) Source: PWC, 2025 Global Digital Trust Insights

(5) Source: Gartner, 2023 Gartner Hype Cycle for Generative AI

Announced October 15th, 2024

# Dash for Business

Find anything.  
Protect everything.

Dropbox Dash for Business combines universal search and organization with content access control. Find, organize, share, and secure content across all your apps effortlessly—so you can focus on the work that matters most.





## Dropbox Dash

# Unlock the power of your data

Centralize company data and enable teams to work smarter, faster, and more securely. Dash combines AI-powered search, organization, and content control to save time and boost efficiency.

### Find

**AI-powered universal search** helps teams find content quickly, saving time for more valuable work.

### Secure

**Protect and Control** content governance tools enable teams to manage access permissions and prevent unauthorized sharing across all platforms in seconds.

### Organize

**AI-powered insights** help teams quickly summarize documents and submit queries to enhance understanding of critical business information.

### Share

**Stacks are shareable content** collections that simplify organizing and sharing, improving alignment across teams.

The screenshot displays the Dropbox Dash interface. At the top, a search bar contains the text "Marketing Plan". Below the search bar are filter buttons for "App", "Type", "Updated", and "People". The main content area lists three items:

- Q3 Marketing Plan**: Updated 3h ago, Created by Beth Russett. Description: "This planning document outlines the full approved scope of initiatives. Please contact Beth Russett for access."
- Marketing Expansion Planning**: Updated 4h ago, Created by Diaz Martino. Description: "Strategically enter new geographic markets and enhance b through targeted **H2 marketing** campaigns and partnership"
- Marketing Demo**: Updated 1d ago, Created by Carry Newman. Description: "Marketing the innovative features, cutting-edge technology"

An AI-generated answer is shown on the right side, titled "Answers (Beta)". The query is "What are key milestones for our company's marketing strategy?" (Verified). The answer text reads: "Our key milestones include launching a brand refresh by February, followed by a product awareness campaign in April. We'll focus on customer engagement with personalized content by July, and in October, we'll push for market expansion with localized campaigns and strategic partnerships." Below the answer is a button labeled "H2 Marketing Plan (2024)" with a cursor pointing to it. At the bottom of the answer box, there is a "Was this helpful?" section with thumbs up/down icons, a share icon, and an info icon. Below the answer box are two more queries: "What are upcoming deliverables for digital marketing campaigns?" and "Who is leading marketing planning?"





 **Dropbox Dash**

**Your company  
will feel the  
impact daily**

### Save time, save money

Enlist AI to take over low-value tasks and free up time for employees to do more work that impacts the business.

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### Speed decision-making

Give employees all the company information and knowledge they need to make better informed business outcomes.

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### Protect and control your cloud data

Helps to ensure that employees and external partners see only the right content, and that sensitive company data isn't surfaced unintentionally. Our data access governance tools helps keep your company data secure.

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### Establish a source of truth

Always be in control of the latest company data and content with a centralized platform.

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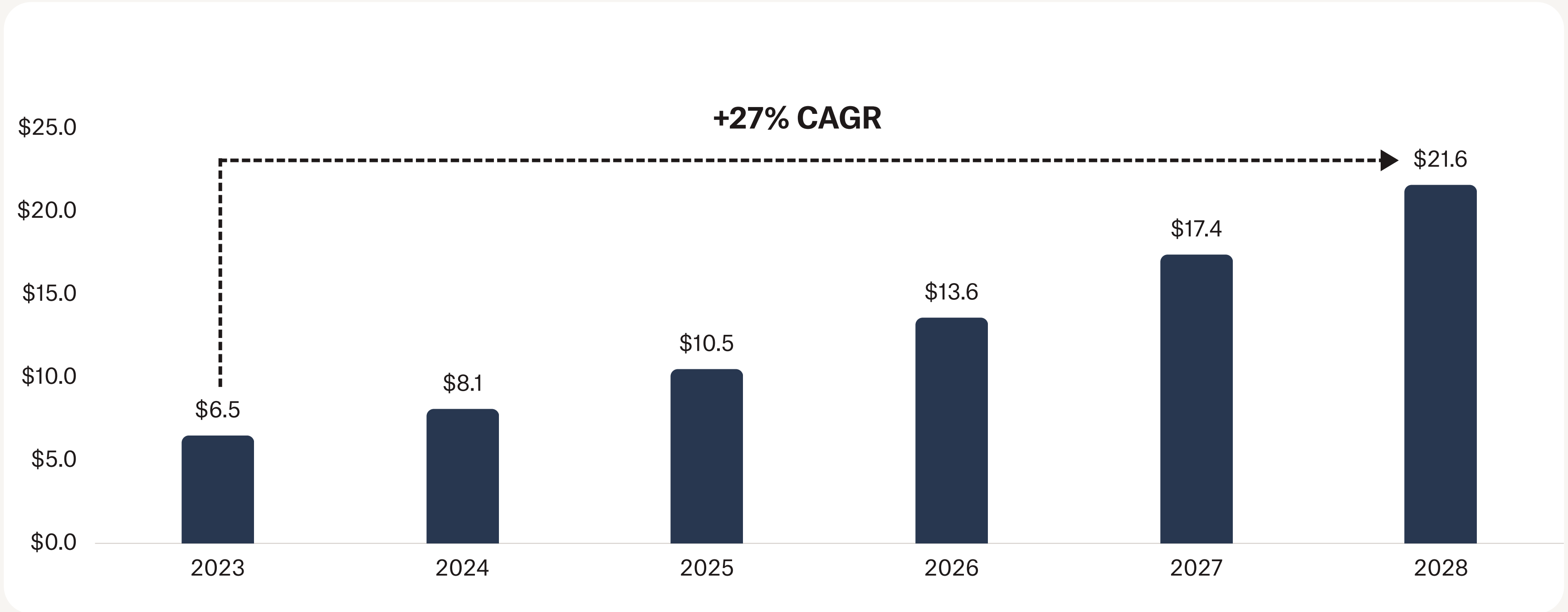
### Provide a consistent experience

Create a cohesive internal culture by giving all team members a unified starting point for their workday.



# Worldwide Search and Knowledge Discovery Software\* TAM

Category tailwind for **Dash for Business**: AI-powered universal search



Note: \$ USD in Billions

Source: IDC, Worldwide Search and Knowledge Discovery Software Forecast, 2024-2028

\*Search and knowledge discovery software is software that can find, locate, and provide answers, products, or information for users.



# Our Go-To-Market approach

## PRODUCTS

### Core FSS

Lead with a **self-serve** sales motion, complement with managed sales

- Ease of use
- Low onboarding friction
- Platform neutrality
- Viral expansion

### Dropbox Dash for Business

Lead with **managed sales**

- Target installed base of Teams customers
- SMBs between 100 - 1000 employees
- Expand to include self-serve motion

## KEY INDUSTRIES

Professional services



Technology



Manufacturing



Media



AEC

(architecture, engineering, construction)



## OTHER DISTRIBUTION CHANNELS

- Distributors
- Direct Market Resellers
- Value-Added Resellers
- System Integrators
- Managed Service Providers
- Independent Software Vendors (ISVs)
- OEMs/Telcos



## Our Go-To-Market approach

# Dropbox Dash for Business



### Cross-sell

Create an integrated and bundled experience within our existing install base of 575k paying teams customers

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### Create Standalone Purchasing Options

Add net new (non-FSS) users to the Dropbox ecosystem by selling standalone licenses of Dash for Business

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### Develop Self-serve Motion

Build Dash for self-serve teams to reach the broader SMB market and individuals

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### Feature Innovation

Enhance the Dash user experience by leveraging user feedback, improving existing features, and introducing new functionalities

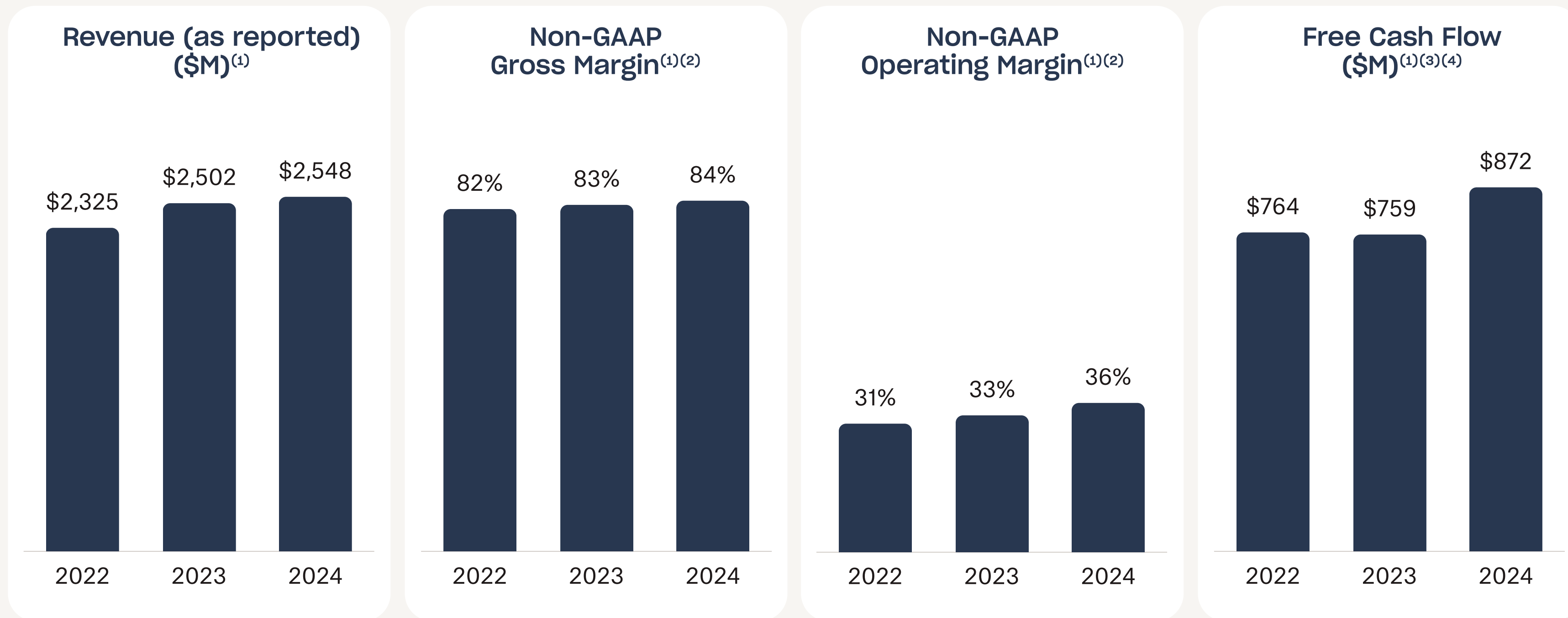


# Financial Highlights



# Annual Performance

Strong performance at scale



(1) Graphs presented in this illustration are not drawn to precise scale relative to each other.

(2) Non-GAAP gross margin and non-GAAP operating margin exclude stock-based compensation expense and certain non-recurring adjustments. See appendix for non-GAAP reconciliation.

(3) Free cash flow is GAAP net cash provided by operating activities less capital expenditures. See appendix for non-GAAP reconciliation.

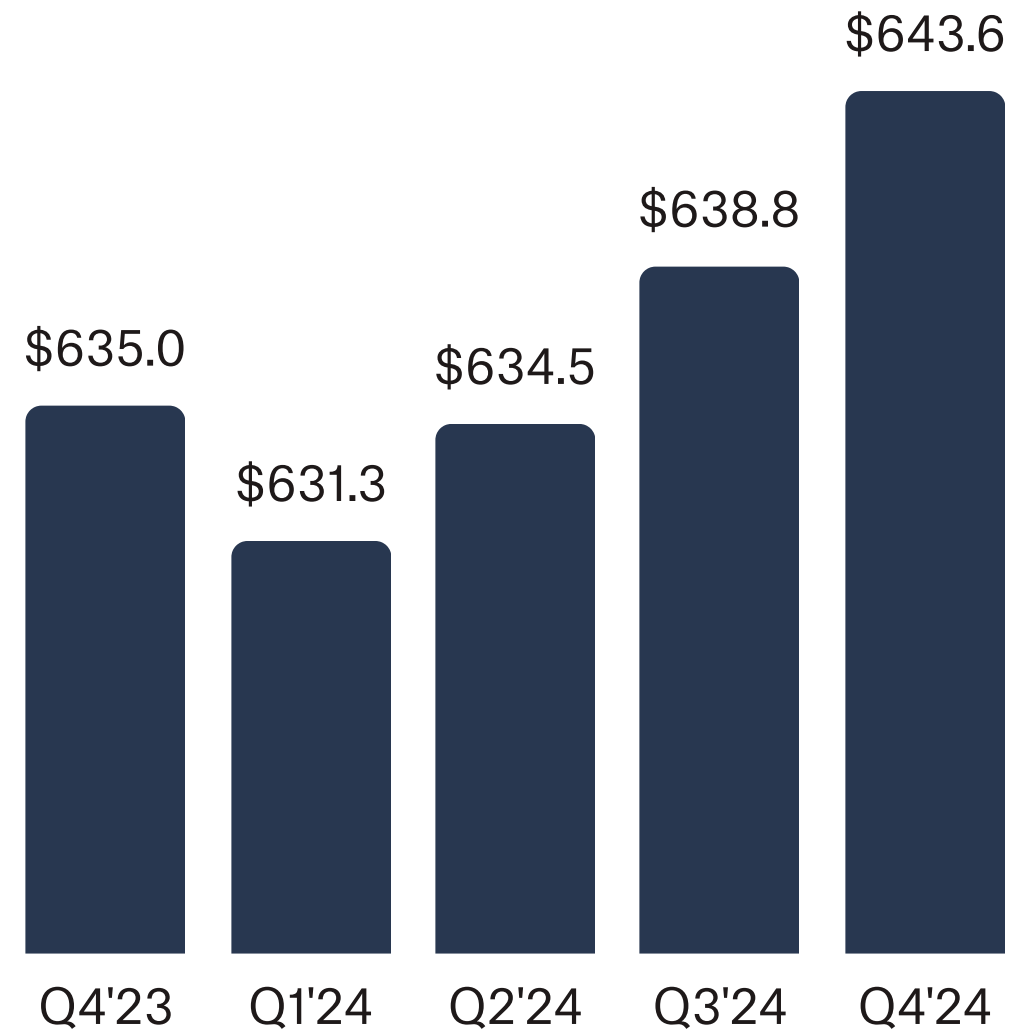
(4) Free cash flow in 2023 is inclusive of payments of ~\$39M related to the reduction in force and ~\$28M for the termination of a part of real estate lease in San Francisco

(5) Free cash flow in 2024 is inclusive of payments of ~\$52M related to the reduction in force and ~\$15M for the termination of a part of real estate lease in San Francisco

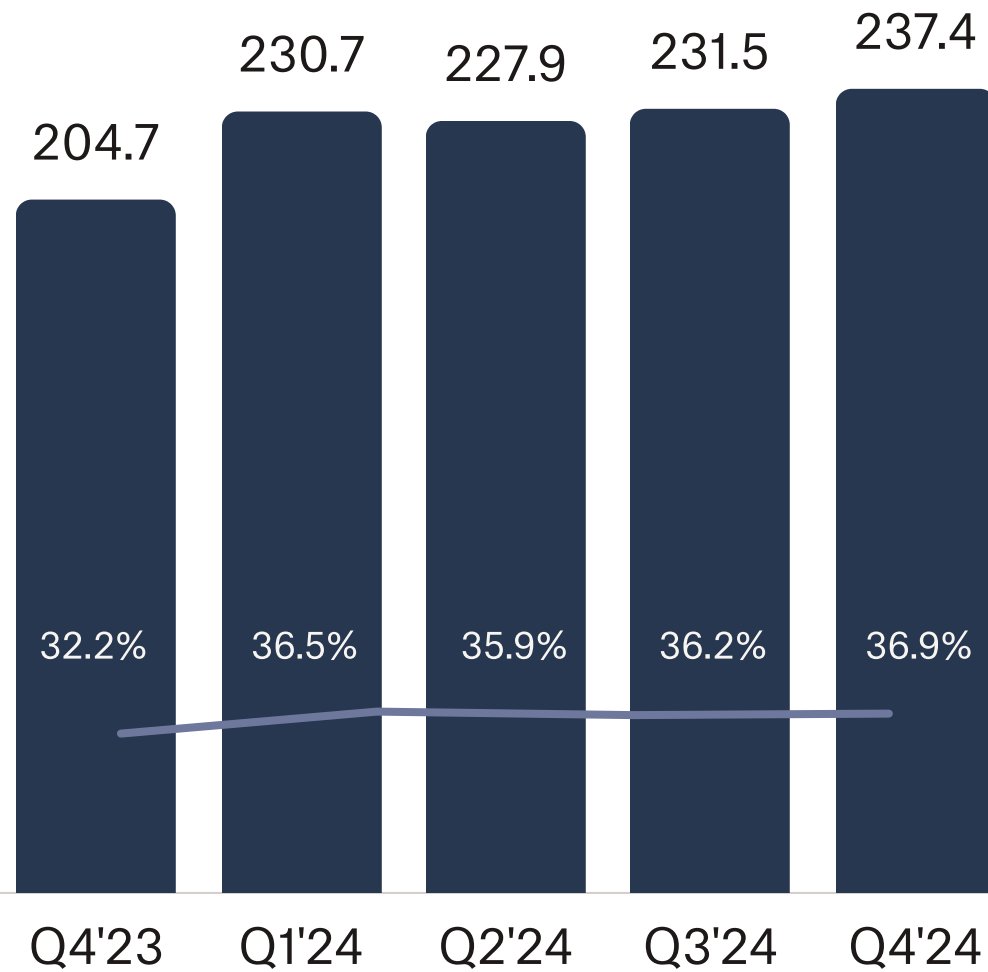


# Quarterly Performance

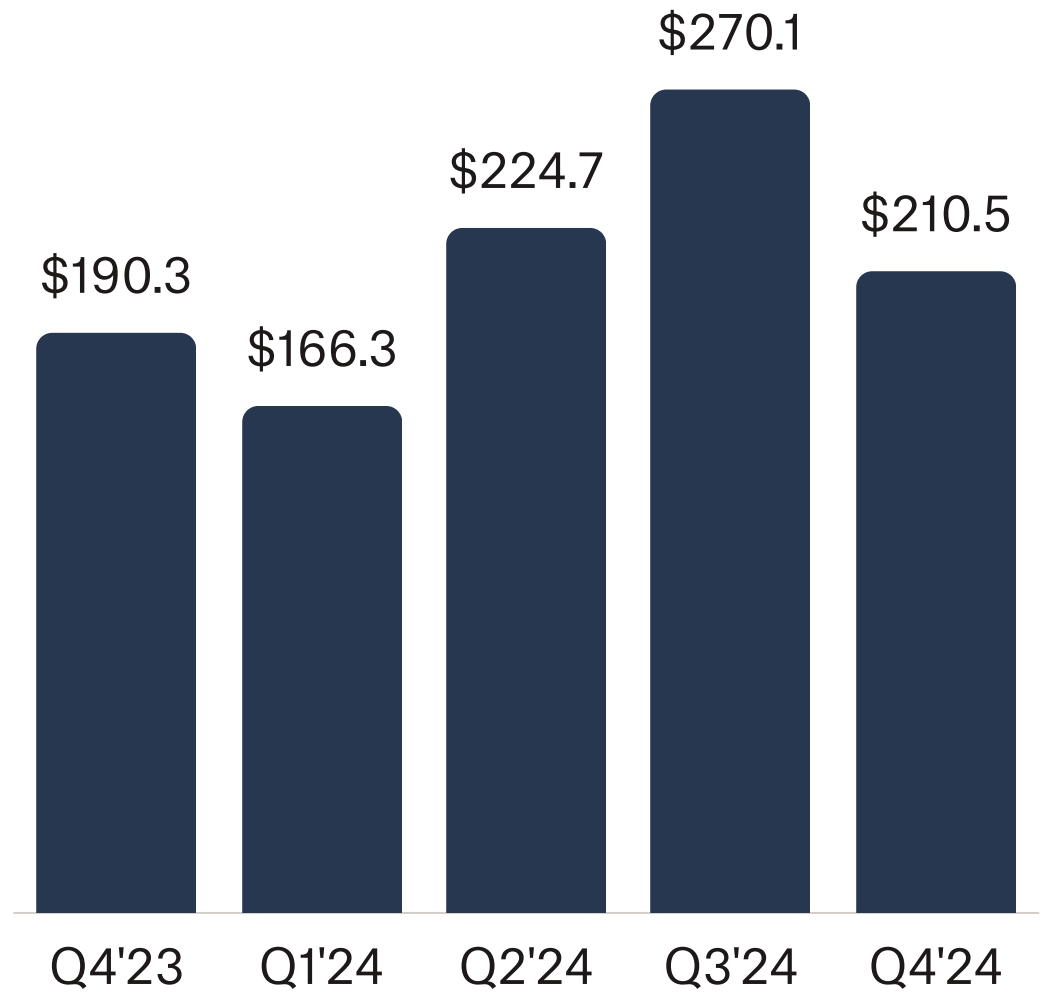
### Revenue (as reported) (\$M)<sup>(1)</sup>



### Non-GAAP Operating Income (\$M)<sup>(2)</sup> Non-GAAP Operating Margin<sup>(2)</sup>



### Free Cash Flow (\$) <sup>(3)</sup>



(1) Graphs presented in this illustration are not drawn to precise scale relative to each other.

(2) Non-GAAP operating margin excludes stock-based compensation expense and certain non-recurring adjustments. See appendix for non-GAAP reconciliation.

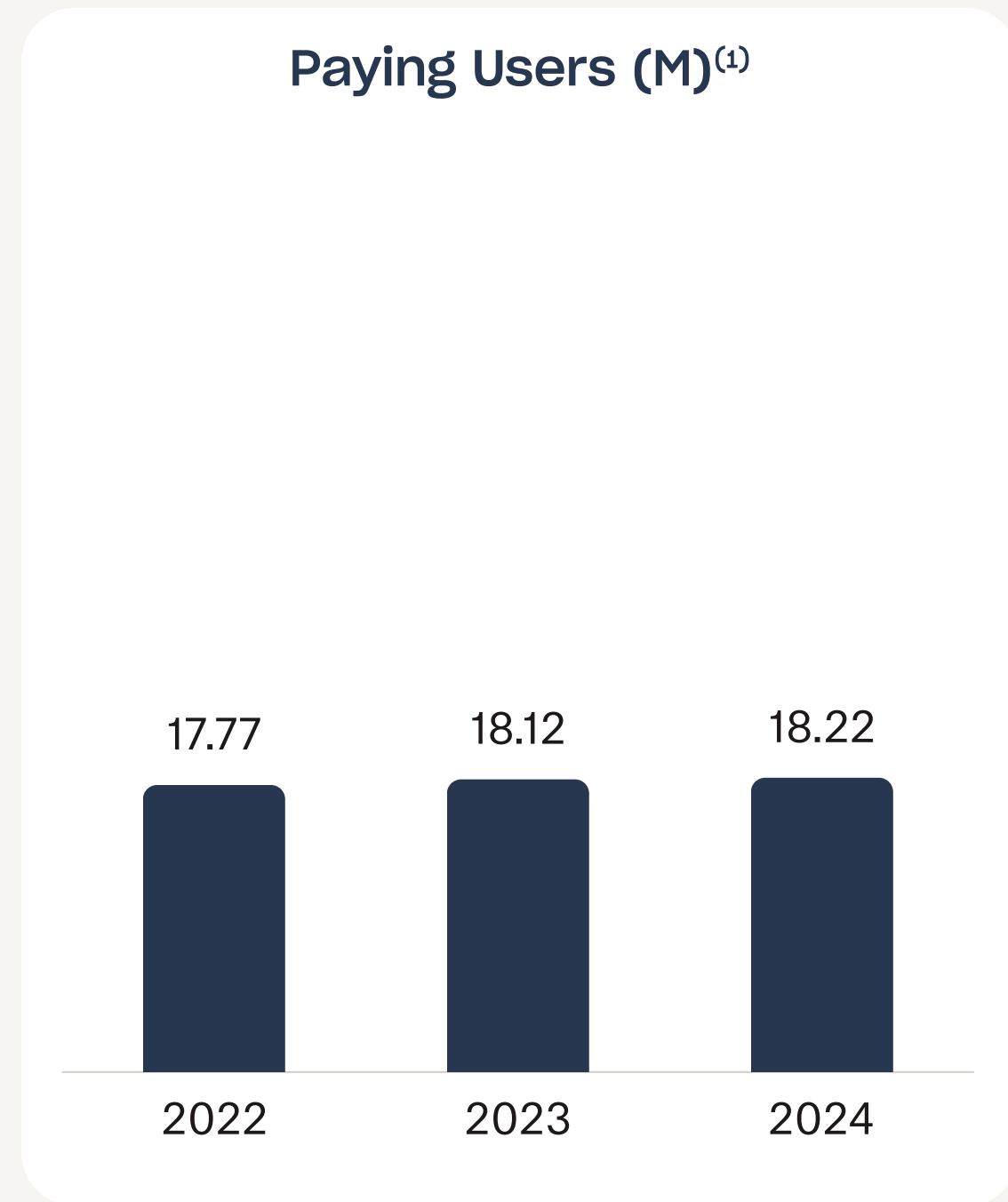
(3) Free cash flow is GAAP net cash provided by operating activities less capital expenditures. See appendix for non-GAAP reconciliation.

(4) Free cash flow in Q4'23 is inclusive of ~\$28M for the termination of a part of real estate lease in San Francisco in Q4.

(5) Free cash flow in Q4'24 is inclusive of ~\$52M from the reduction in force, primarily consisting of severance, pro-rata bonuses, employee benefits and related costs.



# Annual Key Metrics



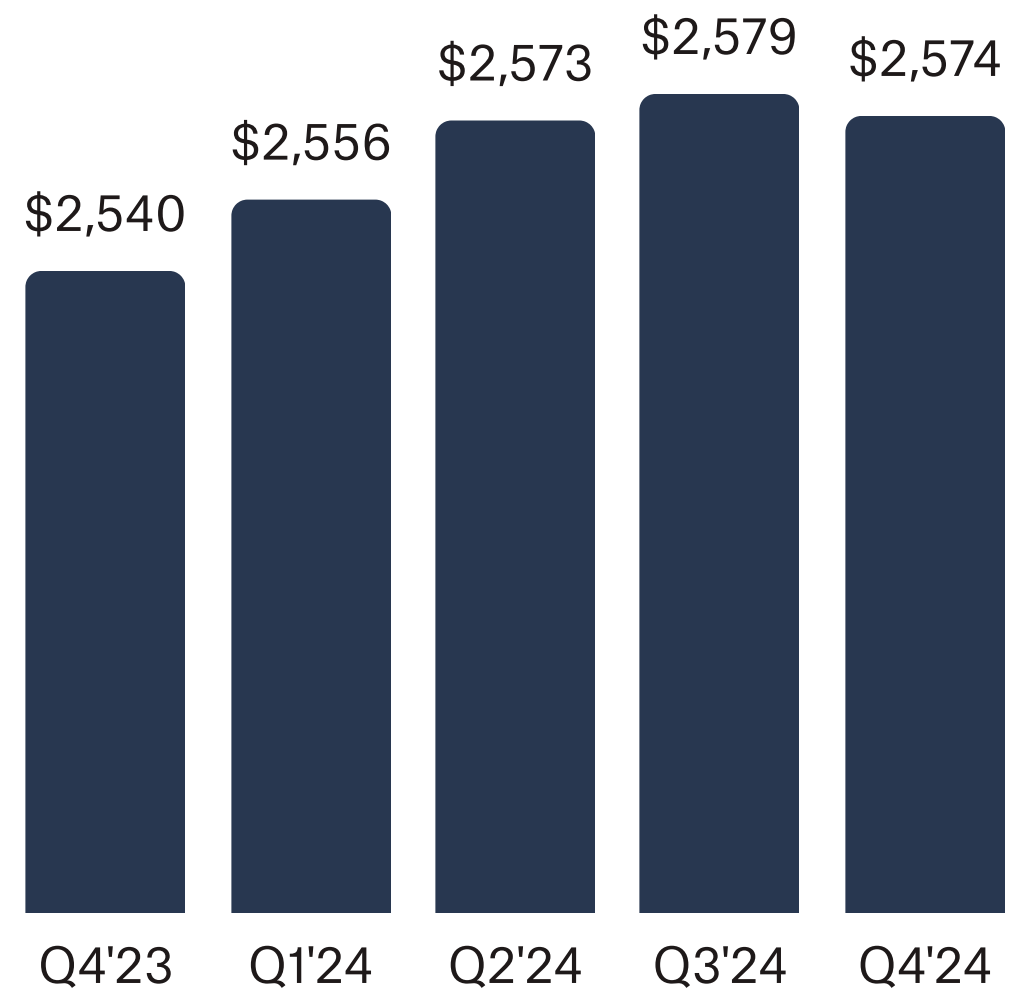
(1) Graphs presented in this illustration are not drawn to precise scale relative to each other.  
(2) Total ARR for 2021 and 2022 are revaluated using exchange rates set at the beginning of fiscal 2023.



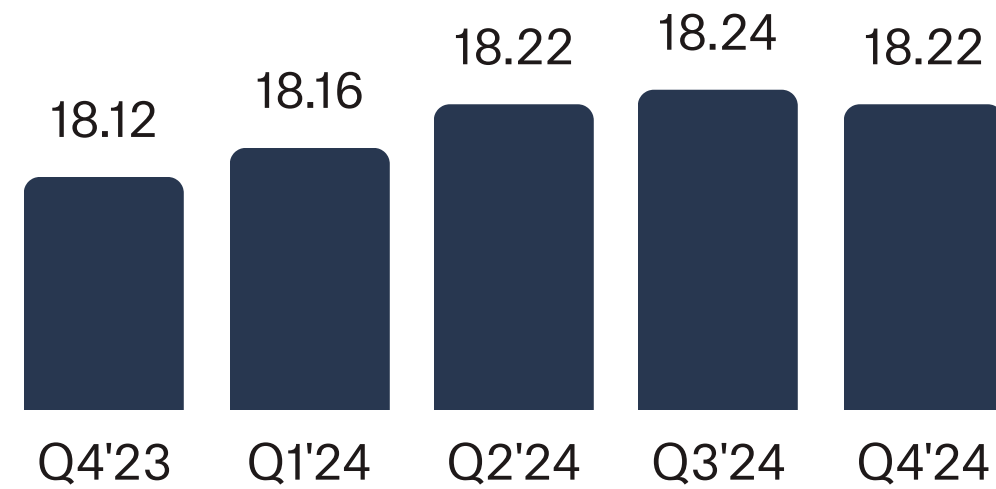


# Quarterly Key Metrics

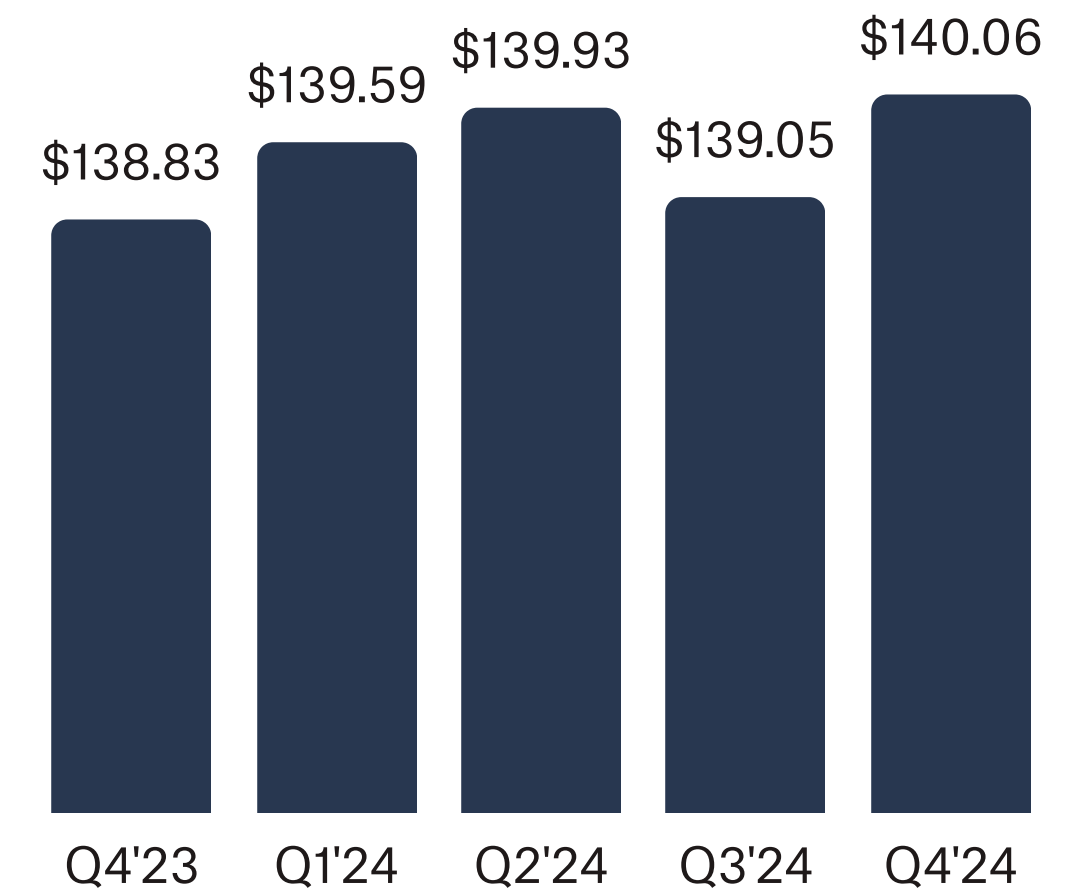
Constant Currency ARR (\$M)<sup>(1)(2)</sup>



Paying Users (M)<sup>(1)</sup>



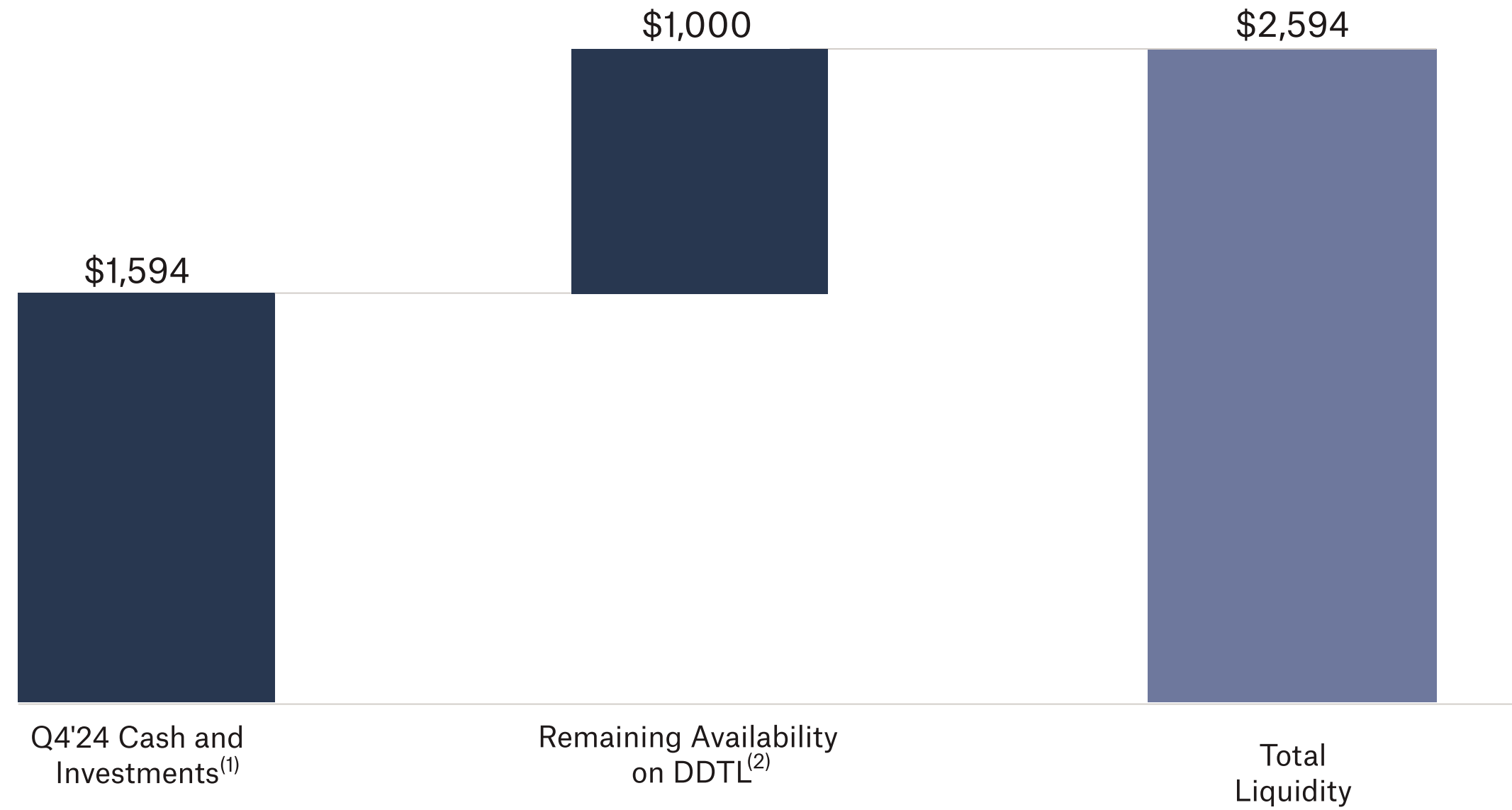
ARPU (\$) <sup>(1)</sup>



(1) Graphs presented in this illustration are not drawn to precise scale relative to each other.  
(2) Total ARR for 2023 are revaluated using exchange rates set at the beginning of fiscal 2024.



# Liquidity Overview



**\$2.6 billion**  
Available Liquidity

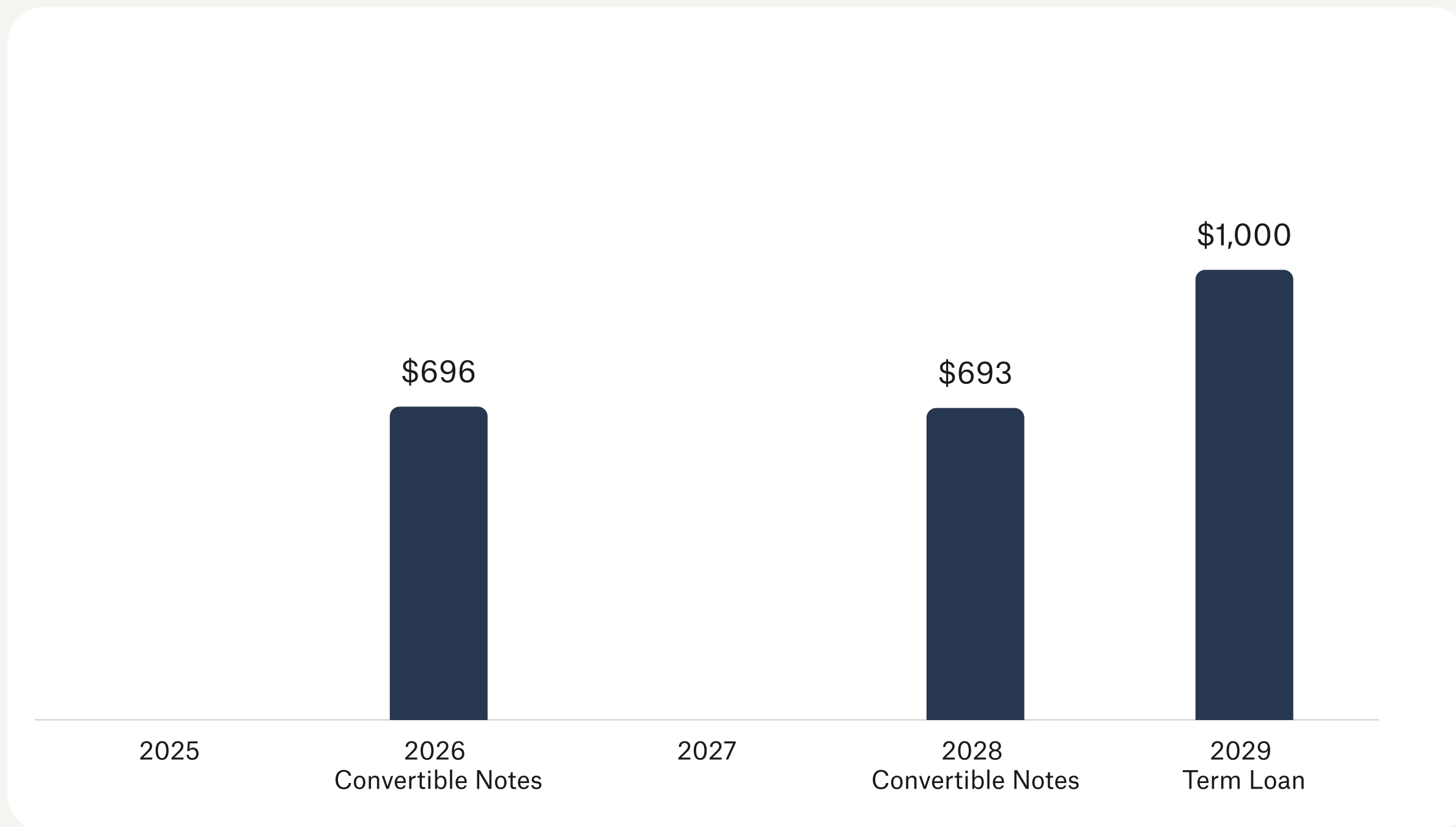
Note: Amounts shown in USD in Millions (\$M)

(1) Cash and Investments includes cash and cash equivalents and short term investments

(2) DDTL: Delayed Draw Term Loan



# Debt Maturities



## Convertible Notes Maturity

\$696M (0% Coupon)	2026
\$693M (0% Coupon)	2028

## Term Loan Maturity

\$1.0B (SOFR + 3.75%)	2029
Additional \$1.0B accessible via delayed draw (1% ticking fee)	

## Leverage Ratios

Gross Debt: <sup>(1)</sup> <b>\$2.7 billion</b>
Net Debt: <sup>(2)</sup> <b>\$1.1 billion</b>
TTM Gross Debt / Adj. EBITDA: <sup>(3)</sup> <b>2.6x</b>
TTM Net Debt / Adj. EBITDA: <b>1.1x</b>

Note: Amounts shown in USD in Millions (\$M)

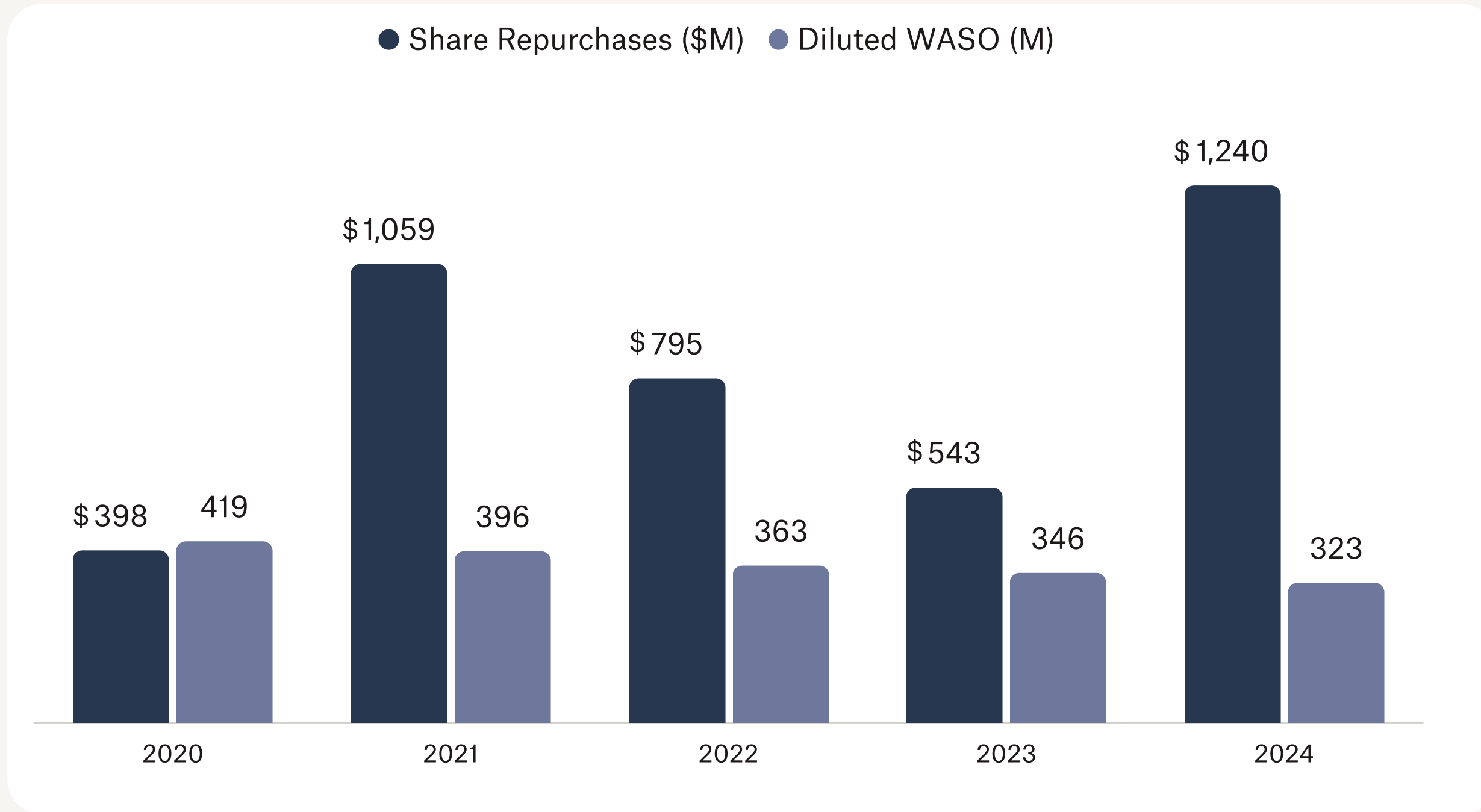
(1) Includes total debt and finance leases

(2) Includes total debt and finance leases less cash and cash equivalents and short term investments

(3) Adjusted EBITDA is a Non-GAAP measures that includes certain adjustments to GAAP Net Income. See Appendix for Non-GAAP reconciliation.



# Share Repurchase Summary



## Share Repurchase Program

- In Q4'24, the Company repurchased approximately 13M shares for ~\$350M
- In FY'24, The Company repurchased approximately 50M shares for ~\$1.2B
- On December 11, 2024, the Board of Directors authorized the repurchase of an additional \$1.2 billion of Class A common stock
- As of December 31, 2024 the Company had approximately \$1.4B available under the current Board authorization

Note Amounts shown in USD in Millions (\$M)  
 WASO: Weighted Average Shares Outstanding, shown in millions (M)



# FY25 Guidance

	Q1 2025	FISCAL 2025
GAAP Revenue	\$618-621	\$2,465-\$2,480
Constant Currency Revenue	\$621-624	\$2,483-\$2,498
Non-GAAP Gross Margin		~82.0%
Non-GAAP Operating Margin	~38.5%	37.5% - 38.0%
Unlevered Free Cash Flow		~\$940
Capital Expenditures		\$25-\$30
Reduction in force cash expense		~\$11
Lease buyout		\$36
Diluted weighted average shares outstanding	299M - 304M	283M - 288M

Note: Amounts shown in USD in Millions (\$M)



# 03 Appendix



# Non-GAAP reconciliation

	TWELVE MONTHS ENDED					
	2022		2023		2024	
Income from operations - GAAP	\$	181.3	\$	538.7	\$	486.2
Stock-based compensation		330.7		338.0		346.5
Acquisition-related and other expenses		18.0		30.9		21.7
Amortization of acquired intangible assets		13.8		28.2		25.8
Net loss (gain) on real estate assets		175.2		(155.2)		0.1
Workforce reduction expense		—		39.3		47.2
<b>Income from operations - Non-GAAP</b>	<b>\$</b>	<b>719.0</b>	<b>\$</b>	<b>819.9</b>	<b>\$</b>	<b>927.5</b>
<b>Non-GAAP operating margin</b>	<b>%</b>	<b>30.9</b>	<b>%</b>	<b>32.8</b>	<b>%</b>	<b>36.4</b>

Note: Amounts shown in USD in Millions (\$M)



# Non-GAAP reconciliation

THREE MONTHS ENDED

	DECEMBER 31, 2023	MARCH 31, 2024	JUNE 30, 2024	SEPTEMBER 30, 2024	DECEMBER 31, 2024
<b>Income from operations - GAAP</b>	\$ 267.4	\$ 143.5	\$ 127.0	\$ 127.8	\$ 87.9
<b>Stock-based compensation</b>	82.9	78.0	90.5	92.3	85.7
<b>Acquisition-related and other expenses</b>	4.3	3.0	4.6	4.4	9.7
<b>Amortization of acquired intangible assets</b>	7.1	6.2	5.8	7.0	6.8
<b>Net loss (gain) on real estate assets</b>	(157.4)	—	—	—	0.1
<b>Workforce reduction expense</b>	0.4	—	—	—	47.2
<b>Income from operations - Non-GAAP</b>	\$ 204.7	\$ 230.7	\$ 227.9	\$ 231.5	\$ 237.4
<b>Non-GAAP operating margin</b>	% 32.2	% 36.5	% 35.9	% 36.2	% 36.9

Note: Amounts shown in USD in Millions (\$M)





# Free Cash Flow reconciliation

	TWELVE MONTHS ENDED		
	2022	2023	2024
Net Cash provided by operating activities	\$ 797.3	\$ 783.7	\$ 894.1
Capital expenditures	(33.8)	(24.3)	22.5
Free cash flow	\$ 763.5	\$ 759.4	\$ 871.6

Note: Amounts shown in USD in Millions (\$M)



# Free Cash Flow reconciliation

	THREE MONTHS ENDED				
	DECEMBER 31, 2023	MARCH 31, 2024	JUNE 30, 2024	SEPTEMBER 30, 2024	DECEMBER 31, 2024
<b>Net Cash provided by operating activities</b>	\$ 200.3	\$ 175.5	\$ 230.6	\$ 274.2	\$ 213.8
<b>Capital expenditures</b>	(10.0)	(9.2)	(5.9)	(4.1)	(3.3)
<b>Free cash flow</b>	\$ 190.3	\$ 166.3	\$ 224.7	\$ 270.1	\$ 210.5

Note: Amounts shown in USD in Millions (\$M)



# Non-GAAP reconciliation

THREE MONTHS ENDED DECEMBER 31, 2024

	GAAP	STOCK BASED COMPENSATION	ACQUISITION-RELATED AND OTHER EXPENSES	AMORTIZATION OF ACQUIRED INTANGIBLE ASSETS	NET LOSS (GAIN) ON REAL ESTATE ASSETS	WORKFORCE REDUCTION EXPENSE	NON-GAAP
<b>Gross Profit</b>	\$ 522.8	\$ 5.9	\$ —	\$ 3.6	—	\$ 2.4	\$ 534.7
Gross margin	81%	1%	—%	1%	—%	—%	83%
<b>Research and development</b>	243.0	(61.3)	(9.6)	—	—	(29.7)	142.4
<i>Research and development margin</i>	38%	(10)%	(1)%	—%	—%	(5)%	22%
<b>Sales and marketing</b>	128.9	(6.3)	—	(3.2)	—	(12.5)	106.9
<i>Sales and marketing margin</i>	20%	(1)%	—%	—%	—%	(2)%	17%
<b>General and administrative</b>	62.9	(12.2)	(0.1)	—	—	(2.6)	48.0
<i>General and administrative margin</i>	10%	(2)%	—%	—%	—%	—%	8%
<b>Net loss (gain) on real estate assets</b>	0.1	—	—	—	(0.1)	—	—
<i>Net loss (gain) on real estate assets margin</i>	—%	—%	—%	—%	—%	—%	—%
<b>Income from operations</b>	87.9	85.7	9.7	6.8	0.1	47.2	237.4
<i>Operating margin</i>	14%	13%	2%	1%	—%	7%	37%



# Non-GAAP reconciliation

THREE MONTHS ENDED DECEMBER 31, 2023

	GAAP	STOCK BASED COMPENSATION	ACQUISITION-RELATED AND OTHER EXPENSES	AMORTIZATION OF ACQUIRED INTANGIBLE ASSETS	NET (GAIN) LOSS ON REAL ESTATE ASSETS	WORKFORCE REDUCTION EXPENSE	NON-GAAP
<b>Gross Profit</b>	\$ 513.0	\$ 5.7	\$ —	\$ 3.7	—	\$ —	\$ 522.4
Gross margin	81%	1%	—%	1%	—%	—%	82%
<b>Research and development</b>	222.1	(58.7)	(4.3)	—	—	(0.2)	158.9
<i>Research and development margin</i>	35%	(9)%	(1)%	—%	—%	—%	25%
<b>Sales and marketing</b>	119.6	(5.0)	—	(3.4)	—	(0.1)	111.1
<i>Sales and marketing margin</i>	19%	(1)%	—%	(1)%	—%	—%	18%
<b>General and administrative</b>	61.3	(13.5)	—	—	—	(0.1)	47.7
<i>General and administrative margin</i>	10%	(2)%	—%	—%	—%	—%	8%
<b>Net (gain) loss on real estate assets</b>	(157.4)	—	—	—	157.4	—	—
<i>Net (gain) loss on real estate assets margin</i>	(25)%	—%	—%	—%	25%	—%	—%
<b>Income from operations</b>	267.4	82.9	4.3	7.1	(157.4)	0.4	204.7
<i>Operating margin</i>	42%	13%	1%	1%	(25)%	—%	32%



# Non-GAAP reconciliation

TWELVE MONTHS ENDED - 2024

	GAAP	STOCK BASED COMPENSATION	ACQUISITION-RELATED AND OTHER EXPENSES	AMORTIZATION OF ACQUIRED INTANGIBLE ASSETS	NET LOSS (GAIN) ON REAL ESTATE ASSETS	WORKFORCE REDUCTION EXPENSE	NON-GAAP
<b>Gross Profit</b>	\$ 2,103.1	\$ 22.9	\$ —	\$ 13.1	—	\$ 2.4	\$ 2,141.5
Gross margin	83%	1%	—%	1%	—%	—%	84%
<b>Research and development</b>	914.9	(247.6)	(19.5)	—	—	(29.7)	618.1
<i>Research and development margin</i>	36%	(10)%	(1)%	—%	—%	(1)%	24%
<b>Sales and marketing</b>	460.7	(23.7)	—	(12.7)	—	(12.5)	411.8
<i>Sales and marketing margin</i>	18%	(1)%	—%	—%	—%	—%	16%
<b>General and administrative</b>	241.2	(52.3)	(2.2)	—	—	(2.6)	184.1
<i>General and administrative margin</i>	9%	(2)%	—%	—%	—%	—%	7%
<b>Net loss (gain) on real estate assets</b>	0.1	—	—	—	(0.1)	—	—
<i>Net loss (gain) on real estate assets margin</i>	—%	—%	—%	—%	—%	—%	—%
<b>Income from operations</b>	486.2	346.5	21.7	25.8	0.1	47.2	927.5
<i>Operating margin</i>	19%	14%	1%	1%	—%	2%	36%



# Non-GAAP reconciliation

TWELVE MONTHS ENDED - 2023

	GAAP	STOCK BASED COMPENSATION	ACQUISITION-RELATED AND OTHER EXPENSES	AMORTIZATION OF ACQUIRED INTANGIBLE ASSETS	NET (GAIN) LOSS ON REAL ESTATE ASSETS	WORKFORCE REDUCTION EXPENSE	NON-GAAP
<b>Gross Profit</b>	\$ 2,023.1	\$ 23.3	\$ —	\$ 14.6	—	\$ 2.9	\$ 2,063.9
Gross margin	81%	1%	—%	1%	—%	—%	83%
<b>Research and development</b>	936.5	(237.6)	(22.2)	—	—	(27.8)	648.9
<i>Research and development margin</i>	37%	(9)%	(1)%	—%	—%	(1)%	26%
<b>Sales and marketing</b>	466.0	(22.0)	(8.3)	(13.6)	—	(6.7)	415.4
<i>Sales and marketing margin</i>	19%	(1)%	—%	(1)%	—%	—%	17%
<b>General and administrative</b>	237.1	(55.1)	(0.4)	—	—	(1.9)	179.7
<i>General and administrative margin</i>	9%	(2)%	—%	—%	—%	—%	7%
<b>Net (gain) loss on real estate assets</b>	(155.2)	—	—	—	155.2	—	—
<i>Net (gain) loss on real estate assets margin</i>	(6)%	—%	—%	—%	6%	—%	—%
<b>Income from operations</b>	538.7	338.0	30.9	28.2	(155.2)	39.3	819.9
<i>Operating margin</i>	22%	14%	1%	1%	(6)%	2%	33%



# Non-GAAP reconciliation

TWELVE MONTHS ENDED

DECEMBER 31, 2024

<b>Net Income - GAAP</b>	\$	<b>452.3</b>
Other (income) / expense, net		(9.7)
Interest (income) / expense, net		(13.9)
Tax provision		57.5
Net gain on real estate assets		—
Depreciation & Amortization		137.3
<b>EBITDA - Non-GAAP</b>	\$	<b>623.5</b>
Stock-based compensation		346.5
Acquisition-related and other expenses		21.7
Net (gain) loss on real estate assets		0.1
Workforce reduction expense		47.2
<b>Adjusted EBITDA - Non-GAAP</b>	\$	<b>1,039.0</b>

Note: Amounts shown in USD in Millions (\$M)