Q2 2023 Supplemental Materials

August 9, 2023

Forward-Looking Statements

This presentation and the live webcast and Q&A session which will be held at 5:30 a.m. Pacific Time/8:30 a.m. Eastern Time on Wednesday, August 9, 2023 contain "forward-looking statements" within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995, including but not limited to, statements regarding our vision to connect our users, our efforts to improve the Roblox Platform, our immersive advertising efforts, the use of artificial intelligence ("AI") on our platform, branding and new partnerships, our business, product, strategy and user growth, our investment strategy, including our opportunities for and expectations of improvements in financial and operating metrics, including operating leverage, our expectation of successfully executing such strategies and plans, disclosures and future growth rates, and our expectations of future net losses and net cash generation from operating activities, and statements by our Chief Executive Officer and Chief Financial Officer. These forward-looking statements are made as of the date they were first issued and were based on current plans, expectations, estimates, forecasts, and projections as well as the beliefs and assumptions of management. Words such as "expect," "vision," "envision," "anticipate," "maintain," "should," "believe," "continue," "plan," "goal," "opportunity," "estimate," "predict," "may," "will," "could," and "would," and variations of these terms or the negative of these terms and similar expressions are intended to identify these forward-looking statements. Forward-looking statements are subject to a number of risks and uncertainties, many of which involve factors or circumstances that are beyond our control. Our actual results could differ materially from those stated or implied in forward-looking statements due to a number of factors, including but not limited to risks detailed in our filings with the Securities and Exchange Commission (the "SEC"), including our annual reports on Form 10-K, our quarterly reports on Form 10-Q and other filings and reports we make with the SEC from time to time. In particular, the following factors, among others, could cause results to differ materially from those expressed or implied by such forward-looking statements: our ability to successfully execute our business and growth strategy; the sufficiency of our cash and cash equivalents to meet our liquidity needs, including the repayment of our senior notes; the demand for our platform in general; our ability to retain and increase our number of users, developers, and creators; the impact of the COVID-19 pandemic and the easing of restrictions related to the COVID-19 pandemic; the impact of inflation and global economic conditions on our operations; the impact of changing legal and regulatory requirements on our business; our ability to develop enhancements to our platform, and bring them to market in a timely manner; our ability to develop and protect our brand and build new partnerships; any misuse of user data or other undesirable activity by third parties on our platform; our ability to maintain the security and availability of our platform; our ability to detect and minimize unauthorized use of our platform; and the impact of AI on our platform, users, creators and developers. Additional information regarding these and other risks and uncertainties that could cause actual results to differ materially from our expectations is included in the reports we have filed or will file with the SEC, including our annual reports on Form 10-K and our quarterly reports on Form 10-Q.

The forward-looking statements included in this presentation represent our views as of the date of this presentation. We anticipate that subsequent events and developments will cause our views to change. However, we undertake no intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. These forward-looking statements should not be relied upon as representing our views as of any date subsequent to the date of this presentation.

Non-GAAP Financial Measures

This presentation contains the non-GAAP financial measures bookings and free cash flow. We use this non-GAAP financial information to evaluate our ongoing operations, for internal planning, and forecasting purposes. We believe that this non-GAAP financial information may be helpful to investors because it provides consistency and comparability with past financial performance.

Bookings is defined as revenue plus the change in deferred revenue during the period and other non-cash adjustments. Substantially all of our bookings are generated from sales of virtual currency, which can be converted to virtual items on the Roblox Platform. Sales of virtual currency reflected as bookings include one-time purchases or monthly subscriptions purchased via payment processors or through prepaid cards. Bookings also include an insignificant amount from advertising and licensing arrangements. We believe bookings provide a timelier indication of trends in our operating results that are not necessarily reflected in our revenue as a result of the fact that we recognize the majority of revenue over the estimated average lifetime of a paying user. The change in deferred revenue constitutes the vast majority of the reconciling difference from revenue to bookings. By removing these non-cash adjustments, we are able to measure and monitor our business performance based on the timing of actual transactions with our users and the cash that is generated from these transactions.

Free cash flow represents the net cash provided by operating activities less purchases of property, equipment, and intangible assets acquired through asset acquisitions. We believe that free cash flow is a useful indicator of our unit economics and liquidity that provides information to management and investors about the amount of cash generated from our core operations that, after the purchases of property, equipment, and intangible assets acquired through asset acquisitions, can be used for strategic initiatives, including investing in our business, making strategic acquisitions, and strengthening our financial position.

Non-GAAP financial measures have limitations in their usefulness to investors because they have no standardized meaning prescribed by GAAP and are not prepared under any comprehensive set of accounting rules or principles. In addition, other companies, including companies in our industry, may calculate similarly titled non-GAAP financial measures differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of our non-GAAP financial information as a tool for comparison. As a result, our non-GAAP financial information is presented for supplemental informational purposes only and should not be considered in isolation from, or as a substitute for financial information presented in accordance with GAAP.

A reconciliation table of the most comparable GAAP financial measure to each non-GAAP financial used in this presentation is included at the end of this presentation. We encourage investors and others to review our business, results of operations, and financial information in their entirety, not to rely on any single financial measure, and to view these non-GAAP financial measures in conjunction with the most directly comparable GAAP financial measure.

Note Regarding Operating Metrics

We manage our business by tracking several operating metrics, including those listed below. As a management team, we believe each of these operating metrics provides useful information to investors and others. For information concerning these metrics as measured by us, see "Management's Discussion and Analysis of Financial Condition and Results of Operations" in the most recently filed Quarterly Report on Form 10-Q.

While these metrics are based on what we believe to be reasonable estimates of our user base for the applicable period of measurement, there are inherent challenges in measuring how our platform is used. These metrics are determined by using internal data gathered on an analytics platform that we developed and operate and have not been validated by an independent third party. This platform tracks user account and session activity. If we fail to maintain an effective analytics platform, our metrics calculations may be inaccurate. These metrics are also determined by certain demographic data provided to us by the user, such as age or gender. If our users provide us with incorrect or incomplete information, then our estimates may be inaccurate.

We believe that these metrics are reasonable estimates of our user base for the applicable period of measurement, and that the methodologies we employ and update from time-to-time to create these metrics are reasonable bases to identify trends in user behavior. Because we update the methodologies we employ to create our metrics, our current period daily active users or other metrics may not be comparable to those in prior periods. For example, in 1Q23, we revised the methodology we use to calculate average monthly unique payers for payers who purchased prepaid cards through one of our specified distributors; the impact to average new & returning monthly unique payers and average bookings per monthly unique payer in periods prior to 1Q23 was not significant (specifically, on a quarterly basis, previously reported average unique payers would have been up to 1% higher and average bookings per unique payer would have been up to 1% lower under the new methodology).

Further, the accuracy of these metrics may be affected by certain factors relating to user activity and systems and our ability to identify and detect attempts to replicate legitimate user activity, often referred to as botting.

Daily active users ("DAUs")

We define a DAU as a user who has logged in and visited Roblox through our website or application on a unique registered account on a given calendar day. If a registered, logged in user visits Roblox more than once within a 24-hour period that spans two calendar days, that user is counted as a DAU only for the first calendar day. We believe this method better reflects global engagement on the platform compared to a method based purely on a calendar-day cutoff. DAUs for a specified period is the average of the DAUs for each day during that period, so 30 days, for example, in the month of September.

Other companies, including companies in our industry, may calculate DAUs differently.

We track DAUs as an indicator of the size of the audience engaged on our platform. DAUs are also broken out by geographic region to help us understand the global engagement on our platform.

The geographic location data collected is based on the IP address associated with the account when an account is initially registered on Roblox. The IP address may not always accurately reflect a user's actual location at the time they engaged with our platform. We do not collect the geographic location of our Xbox users, which are grouped into Rest of World DAUs (and Hours Engaged) for the purposes of our reporting.

Because DAUs measure account activity and an individual user may actively use our platform within a particular day on multiple accounts for which that individual registered, our DAU metric is not a measure of unique individuals accessing Roblox. Additionally, if undetected, fraud and unauthorized access to our platform may contribute, from time to time, to an overstatement of DAUs. In many cases, fraudulent accounts are created by bots to inflate user activity for a particular developer's content on our platform, thus making the developer's experience or other content appear more popular than it really is. We strive to detect and minimize fraud and unauthorized access to our platform.

Note Regarding Operating Metrics (continued)

Hours engaged

We define hours engaged as the time spent by our users on the platform, which includes time spent in experiences (which refer to the titles that have been created by developers) and within platform features such as chat and avatar personalization. We calculate total hours engaged as the aggregate of user session lengths in a given period. We determine this length of time using internal company systems that track user activity on our platform, and aggregate discrete activities into a user session.

We continuously strive to detect and minimize unauthorized use of our platform, including, but not limited to, botting. As we continue to improve our ability to detect and deter unauthorized use of our platform, we may see a minor impact to our overall hours engaged as our efforts to reduce botting become more successful.

Average Bookings per Daily Active User ("ABPDAU")

We define ABPDAU as bookings in a given period divided by the DAUs for such period. We use ABPDAU as a way to understand how we are monetizing across all of our users through the sale of virtual currency and subscriptions.

Average new monthly unique payers

We define new monthly unique payers as user accounts that made their first purchase on the platform, or via redemption of prepaid cards, during the month. Average new monthly unique payers for a specified period is the average of the new monthly unique payers for each month during that period. For example, the average new monthly unique payers for the quarter ending September 30, is the average of the new monthly unique payers for July, August, and September. Because we do not always have the data necessary to link an individual who has paid under multiple user accounts, an individual may be counted as multiple new monthly unique payers.

Average returning monthly unique payers

We define returning monthly unique payers as user accounts that have made a purchase on the platform, or via redemption of prepaid cards, in the current month and in any prior month. Average returning monthly unique payers for a specified period is the average of the returning monthly unique payers for each month during that period. For example, the average returning monthly unique payers for the quarter ending September 30, is the average of the returning monthly unique payers for July, August, and September. Because we do not always have the data necessary to link an individual who has paid under multiple user accounts, an individual may be counted as multiple returning monthly unique payers.

Monthly repurchase rate

We define monthly repurchase rate as the returning monthly unique payers in the current month, divided by the sum of the prior month's new monthly unique payers and returning monthly unique payers. Average monthly repurchase rate for a specified period is the average of the monthly repurchase rates for each month during that period. For example, the average monthly repurchase rate for the quarter ending September 30, is the average of the monthly repurchase rates for July, August, and September.

Average bookings per monthly unique payer

We define average bookings per monthly unique payer as bookings in the specified period divided by the average monthly unique payers for the same specified period.

Revenue, Deferred Revenue, and Bookings Illustration

The following example illustrates GAAP revenue recognition for bookings on the Roblox platform.

- **User spends $30 on the Roblox platform to purchase 3,000 Robux or purchases a $30 prepaid card to exchange for 3,000 Robux**
- **User spends Robux (on average, within 3 days[1]) on the platform to purchase:**

Recognized in Month 1

Bookings recognized = $30

Durable Virtual Items[2] = **2,800 Robux, or $28**

GAAP Revenue Recognition

Revenue is recognized over lifetime of paying user[3]

$28 bookings / 28 months[3] = $1 per month

Revenue recognized = $1
(associated with durable items)

Deferred Revenue at end of Month 1 = $27
(to be recognized as revenue in months 2-28)

Consumable Virtual Items[2] = **200 Robux, or $2**

GAAP Revenue Recognition

Revenue is recognized immediately upon consumption

$2 bookings in month of purchase

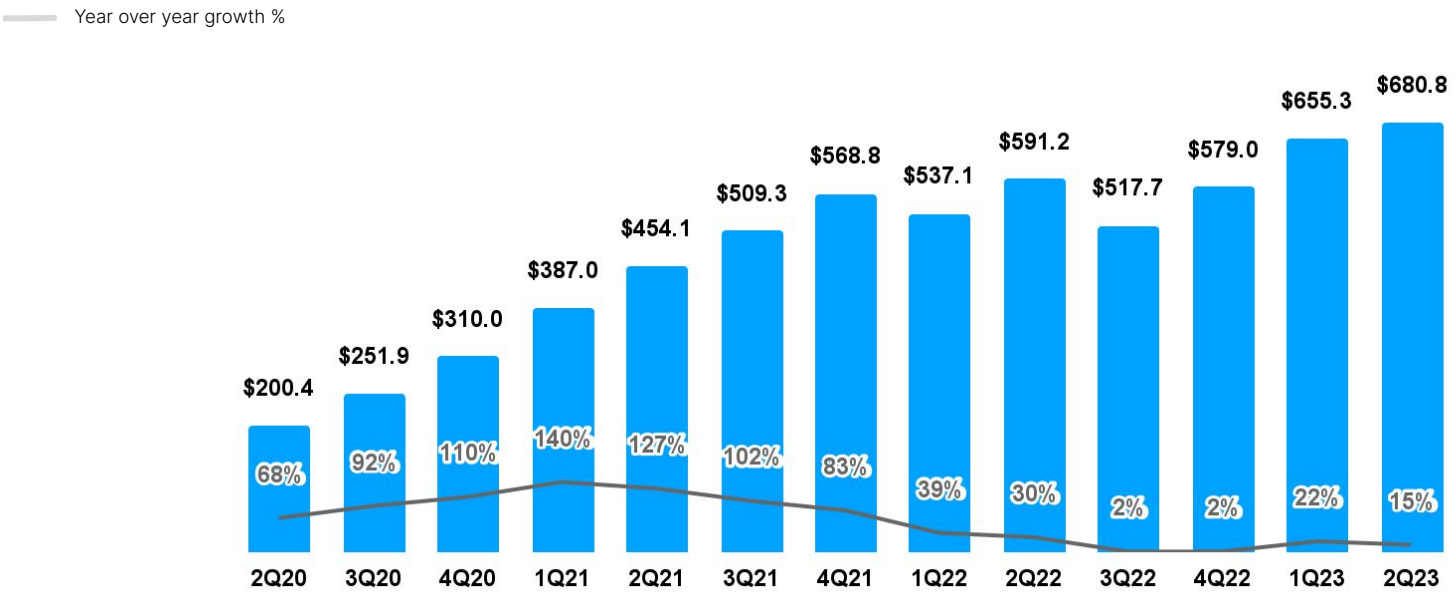
Revenue recognized = $2
(associated with consumable items)

Recognized in Month 1: Total Revenue recognized ($3) + Deferred Revenue ($27) = Bookings ($30)

[1] *Average number of days it takes our users to spend Robux following purchase of Robux through our Platform or following redemption of Robux from prepaid cards.*
[2] *For the three months ended June 30, 2023, durable virtual items accounted for 92% of Roblox platform revenue while consumable virtual items accounted for 8%. For the purpose of the example, we did not apply these exact percentages.*
[3] *For the three months ended June 30, 2023, the average lifetime for a paying user was 28 months.*

Revenue

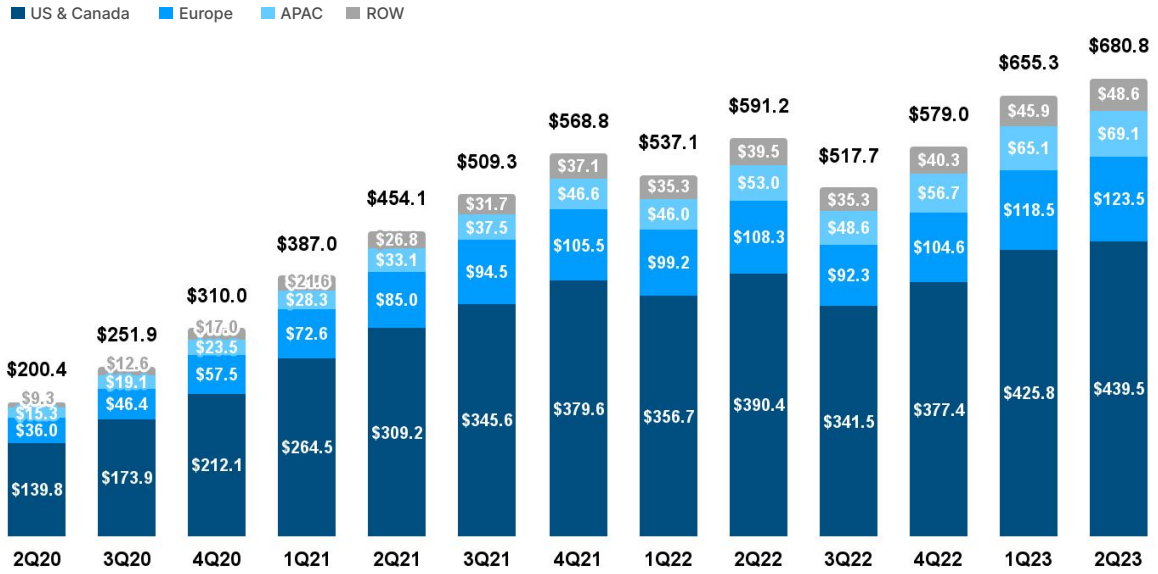
($ in millions, unaudited)



Note: In 1Q22 our estimated user life changed from 23 months to 25 months. Subsequently, in 3Q22 our estimated user life changed to 28 months and has remained at 28 months.

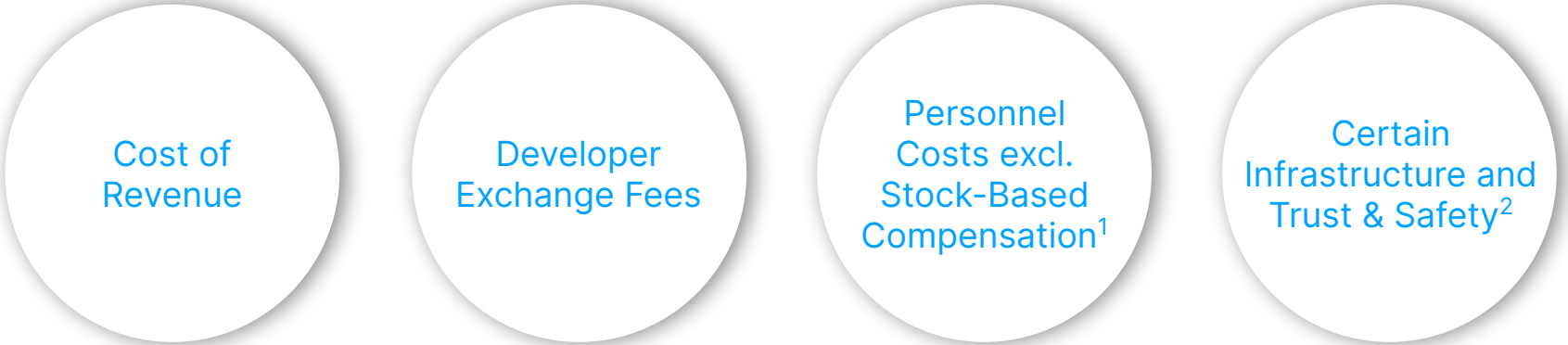
Revenue by Region

($ in millions, unaudited)



YoY	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23
US & Canada		121%	99%	79%	35%	26%	-1%	-1%	19%	13%			
Europe		136%	104%	84%	37%	27%	-2%	-1%	19%	14%			
APAC		117%	97%	98%	62%	60%	29%	22%	42%	30%			
ROW		187%	152%	119%	64%	47%	11%	9%	30%	23%			
Total		127%	102%	83%	39%	30%	2%	2%	22%	15%			

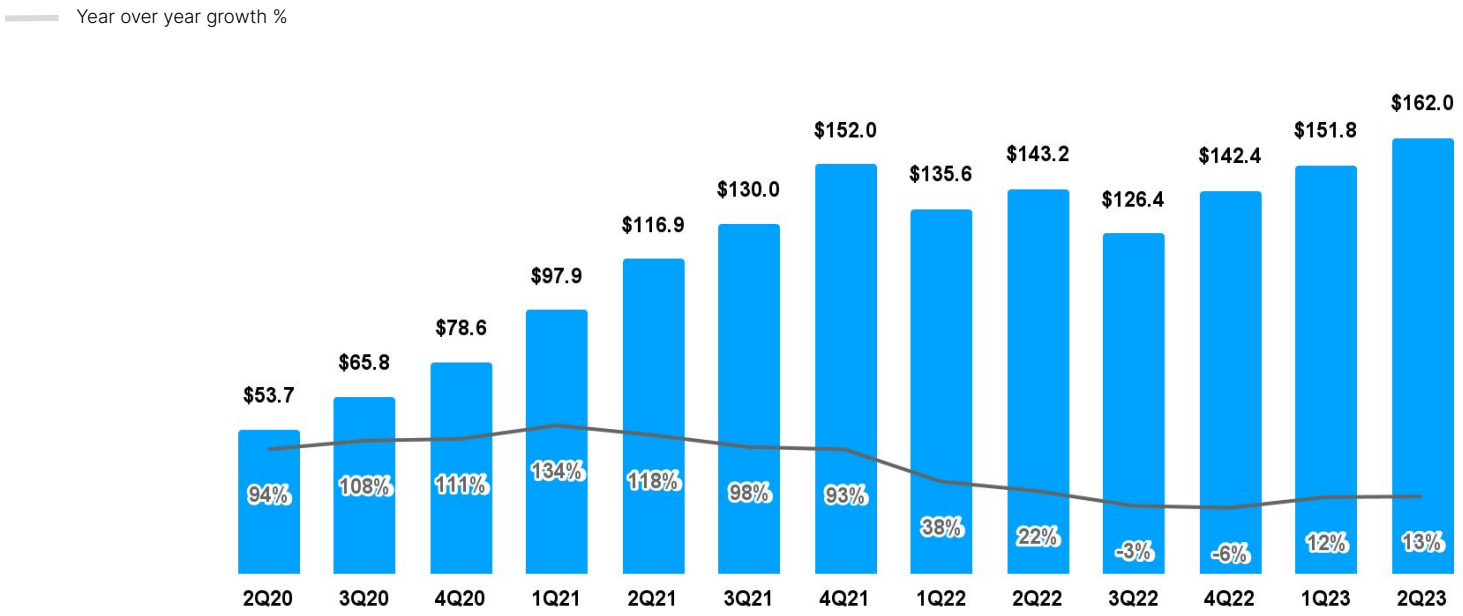
Four Main Expense Buckets



[1]*Costs exclude stock-based compensation expense.*
[2]*Costs exclude personnel, stock-based compensation, and depreciation and amortization expenses.*

Cost of Revenue

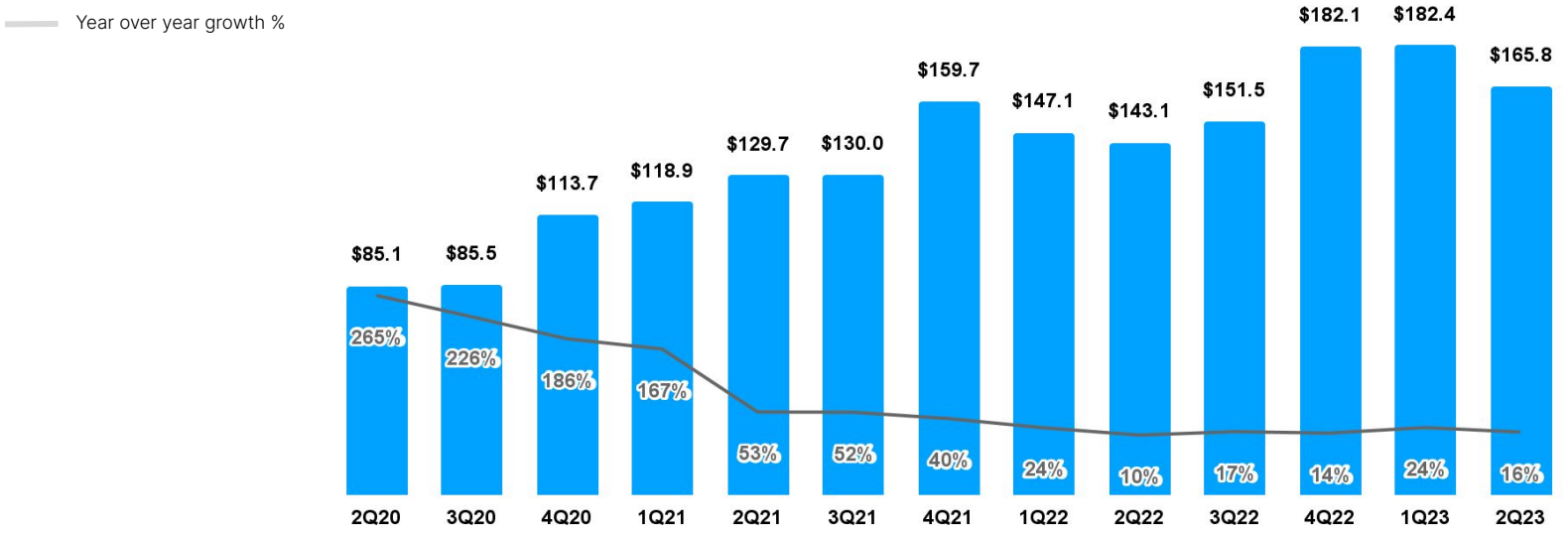
($ in millions, unaudited)



Note: In 1Q22 our estimated user life changed from 23 months to 25 months. Subsequently, in 3Q22 our estimated user life changed to 28 months and has remained at 28 months.

Developer Exchange Fees

($ in millions, unaudited)

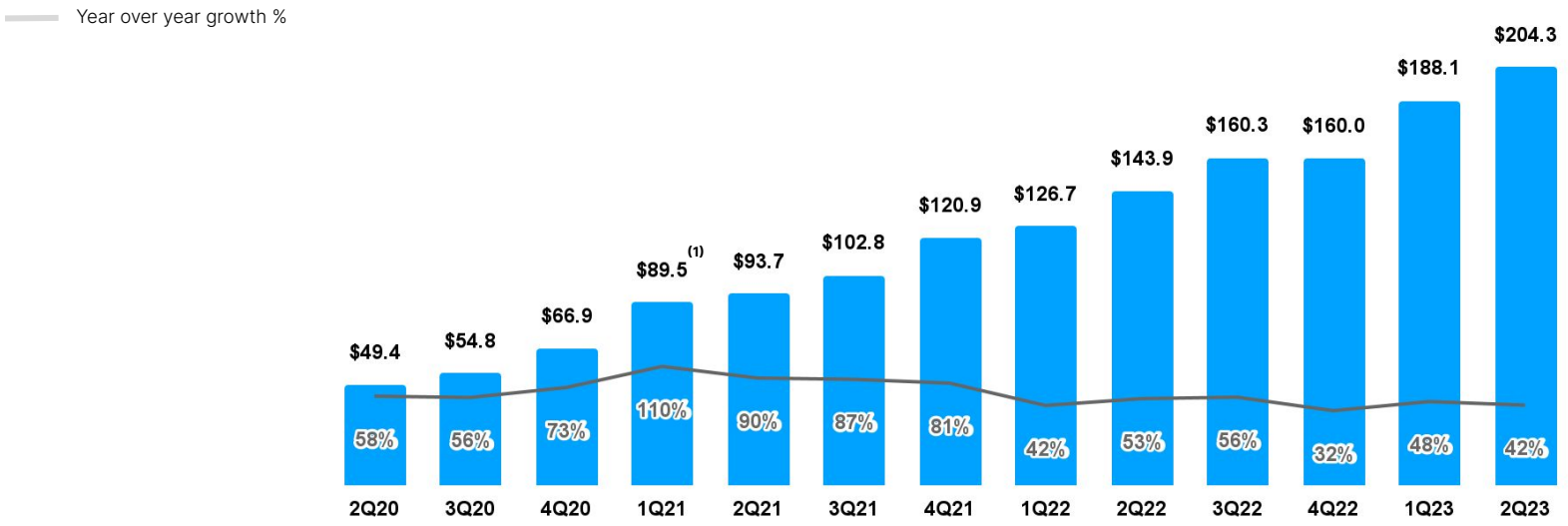


	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23
% of Revenue	42%	34%	37%	31%	29%	26%	28%	27%	24%	29%	31%	28%	24%
% of Bookings[1]	17%	17%	18%	18%	19%	20%	21%	23%	22%	22%	20%	24%	21%

[1]*Bookings is a non-GAAP financial measure that we believe is useful in evaluating our performance and is presented for supplemental information purposes only and should not be considered in isolation from, or as a substitute for, financial information presented in accordance with GAAP. For further information, please refer to reconciliation slides within the presentation and our annual and quarterly SEC filings.*

Personnel Costs excl. Stock-Based Compensation

($ in millions, unaudited)



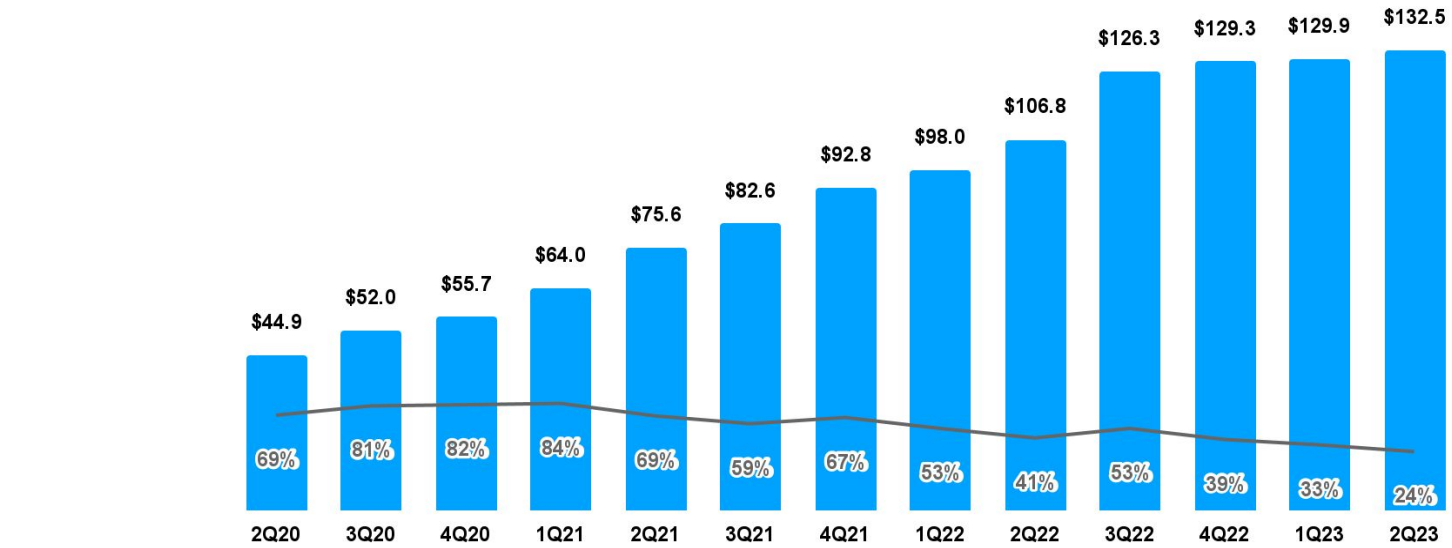
	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23
Headcount	~800	~900	~1000	~1200	~1300	~1500	~1600	~1700	~1900	~2100	~2100	~2300	~2400
% of Revenue	25%	22%	22%	23%	21%	20%	21%	24%	24%	31%	28%	29%	30%
% of Bookings[2]	10%	11%	10%	14%	14%	16%	16%	20%	22%	23%	18%	24%	26%

[1]1Q21 expenses includes roughly $13.0 million in employer taxes associated with transactions performed in connection with our Direct Listing. Excluding this item, Personnel Expenses excluding Stock-Based Compensation would be $76.5 million for the period (80% year over year).

[2]Bookings is a non-GAAP financial measure that we believe is useful in evaluating our performance and is presented for supplemental information purposes only and should not be considered in isolation from, or as a substitute for, financial information presented in accordance with GAAP. For further information, please refer to reconciliation slides within the presentation and our annual and quarterly SEC filings.

Certain Infrastructure and Trust & Safety[1]

($ in millions, unaudited)



	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23
% of Revenue	22%	21%	18%	17%	17%	16%	16%	18%	18%	24%	22%	20%	19%
% of Bookings[2]	9%	10%	9%	10%	11%	13%	12%	16%	17%	18%	14%	17%	17%

[1] *Infrastructure and Trust & Safety excluding personnel, stock-based compensation, and depreciation and amortization expenses.*

[2] *Bookings is a non-GAAP financial measure that we believe is useful in evaluating our performance and is presented for supplemental information purposes only and should not be considered in isolation from, or as a substitute for, financial information presented in accordance with GAAP. For further information, please refer to reconciliation slides within the presentation and our annual and quarterly SEC filings.*

Statements of Operations

($ in thousands, unaudited)

	3 Months ended	
	6/30/2023	6/30/2022
Revenue	$680,766	$591,207
Cost of revenue[1]	162,029	143,157
Developer exchange fees	165,843	143,148
Infrastructure and trust & safety	225,039	158,235
Research and development	315,319	211,757
General and administrative	96,197	78,676
Sales and marketing	30,328	26,501
Total cost and expenses	994,755	761,474
Loss from operations	(313,989)	(170,267)
Interest income	34,764	4,197
Interest expense	(10,129)	(9,891)
Other income/(expense), net	3,277	(3,051)
Loss before income taxes	(286,077)	(179,012)
Provision for/(benefit from) income taxes	(1,236)	(278)
Consolidated net loss	(284,841)	(178,734)
Net loss attributable to the noncontrolling interest	(2,064)	(2,294)
Net loss attributable to common stockholders	$ (282,777)	$ (176,440)

[1]*Depreciation of servers and infrastructure equipment included in infrastructure and trust & safety.*

Non-GAAP Financial and Operating Metrics Discussion

Non-GAAP Financial Measures Reconciliation

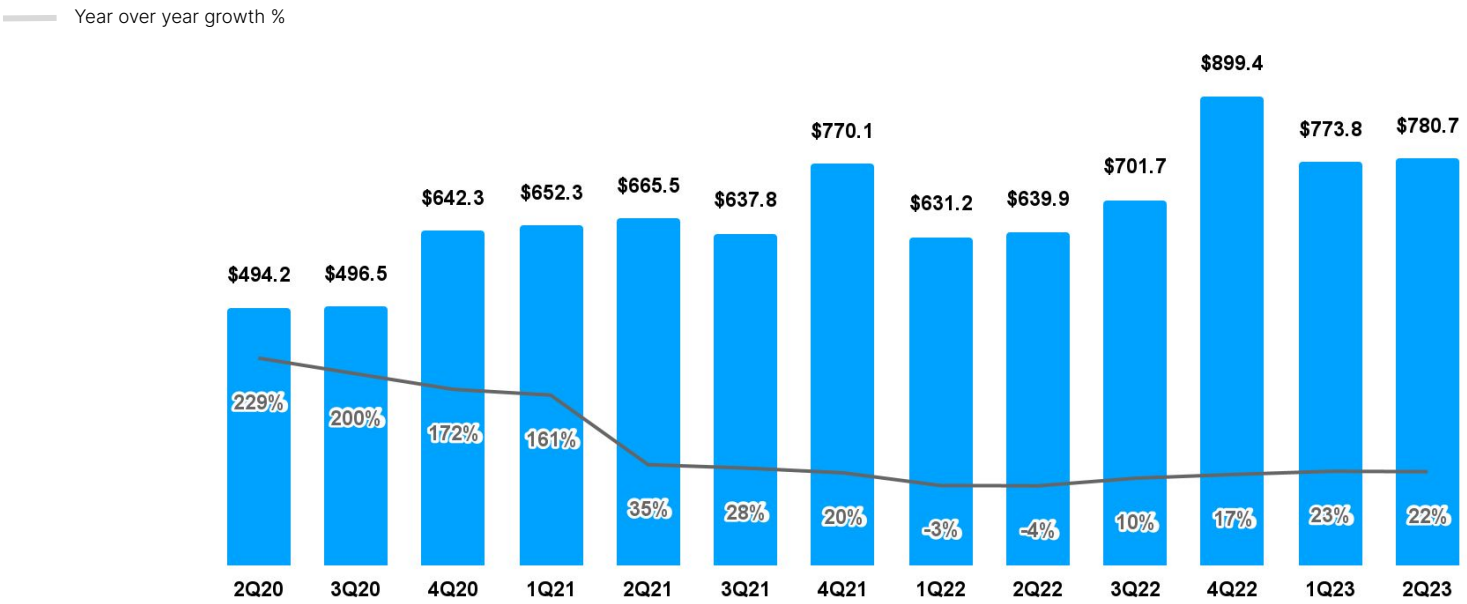
Revenue to Bookings

($ in thousands, unaudited)	3 Months ended 6/30/2023	6/30/2022	6/30/2021	2022 to 2023 YoY%
Revenue	**$ 680,766**	**$ 591,207**	**$ 454,100**	**15%**
Add (deduct):				
Change in deferred revenue	105,372	52,140	215,497	102%
Other	(5,452)	(3,445)	(4,117)	58%
Bookings	**$ 780,686**	**$ 639,902**	**$ 665,480**	**22%**

Note: Bookings is a non-GAAP financial measure that we believe is useful in evaluating our performance and is presented for supplemental information purposes only and should not be considered in isolation from, or as a substitute for, financial information presented in accordance with GAAP. For further information, please refer to reconciliation slides within the presentation and our annual and quarterly SEC filings.

Bookings

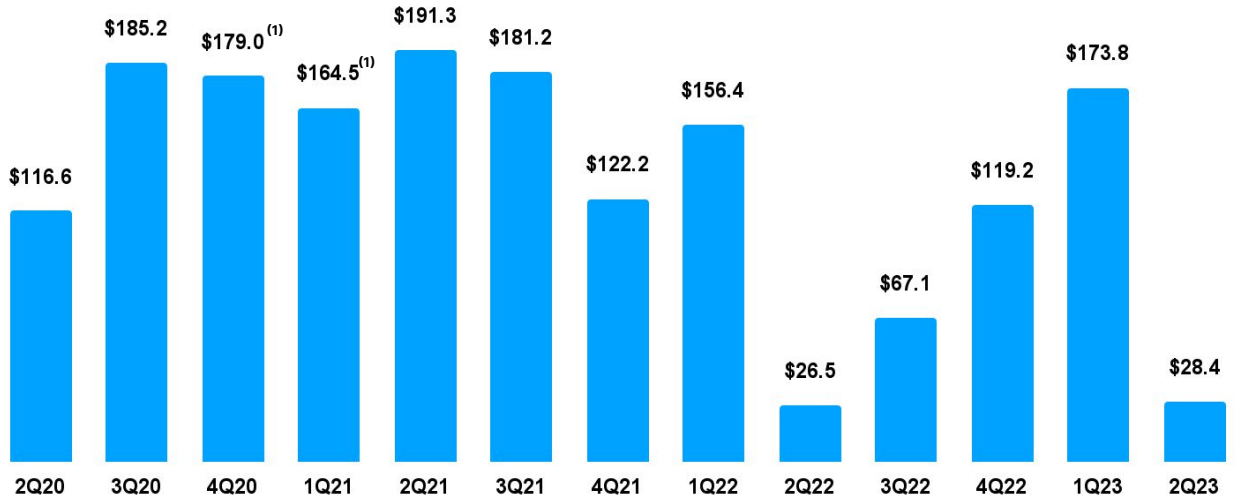
($ in millions, unaudited)



Note: Bookings is a non-GAAP financial measure that we believe is useful in evaluating our performance and is presented for supplemental information purposes only and should not be considered in isolation from, or as a substitute for, financial information presented in accordance with GAAP. For further information, please refer to reconciliation slides within the presentation and our annual and quarterly SEC filings.

Net Cash Provided by Operating Activities

($ in millions, unaudited)



[1]*The 4Q20 and 1Q21 periods include one-time Direct Listing expenses of roughly $3.3 million and $51.9 million, respectively. Excluding these one-time costs, our operating cash flow would be approximately $182.3 million and $216.4 million for the periods, respectively.*

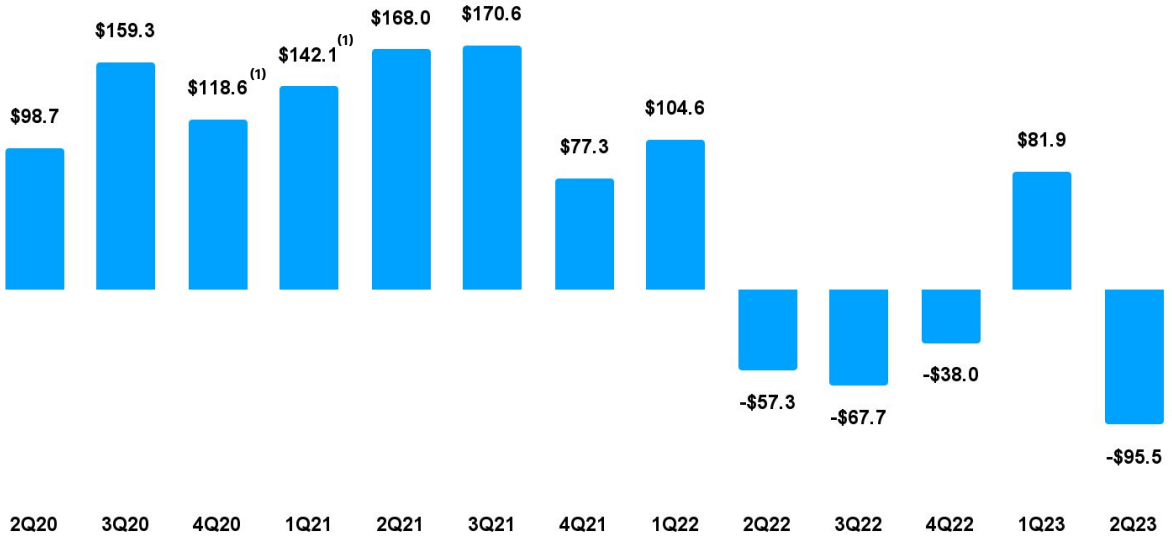
Non-GAAP Financial Measures Reconciliation

Operating Cash Flow to Free Cash Flow

	3 Months ended			
($ in thousands, unaudited)	6/30/2023	6/30/2022	6/30/2021	2022 to 2023 YoY%
Net cash provided by operating activities	**$ 28,390**	**$ 26,497**	**$ 191,251**	**7%**
Deduct:				
Acquisition of property and equipment	(110,915)	(83,812)	(23,235)	32%
Purchases of intangible assets	(13,000)	-	-	NM
Free Cash Flow	**$ (95,525)**	**$ (57,315)**	**$ 168,016**	**67%**

Free Cash Flow

($ in millions, unaudited)

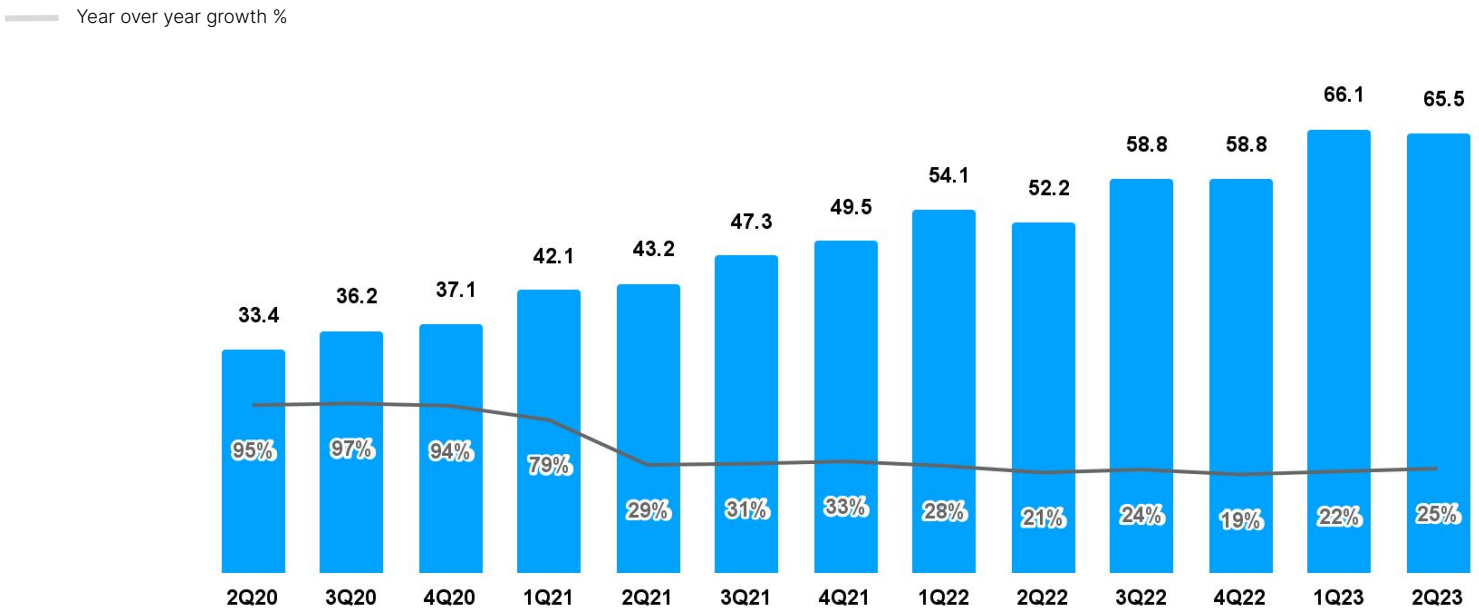


	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23
Acquisition of property and equipment	$(17.3M)	$(25.9M)	$(51.9M)	$(22.1M)	$(23.2M)	$(3.0M)	$(44.9M)	$(51.8M)	$(83.8M)	$(133.4M)	$(157.2M)	$(91.4M)	$(110.9M)
Purchases of intangible assets	$(0.6M)	—	$(8.5M)	$(0.3M)	—	$(7.6M)	—	—	—	$(1.5M)	—	$(0.5M)	$(13.0M)

Note: We define free cash flow as net cash provided by operating activities less purchases of property and equipment and intangible assets acquired through asset acquisitions.
[1]The 4Q20 and 1Q21 periods include one-time Direct Listing expenses of roughly $3.3 million and $51.9 million, respectively. Excluding these one-time costs, our free cash flow would be approximately $121.9 million and $194.0 million for the periods, respectively.

Daily Active Users (DAUs)

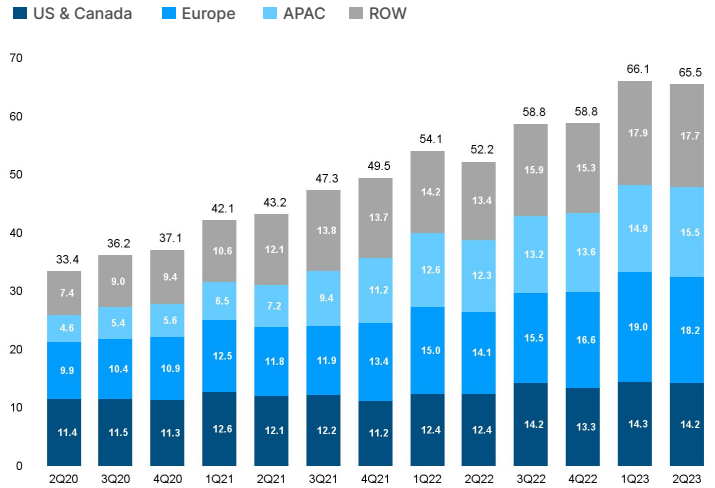
(in millions)



DAUs by Region and Age

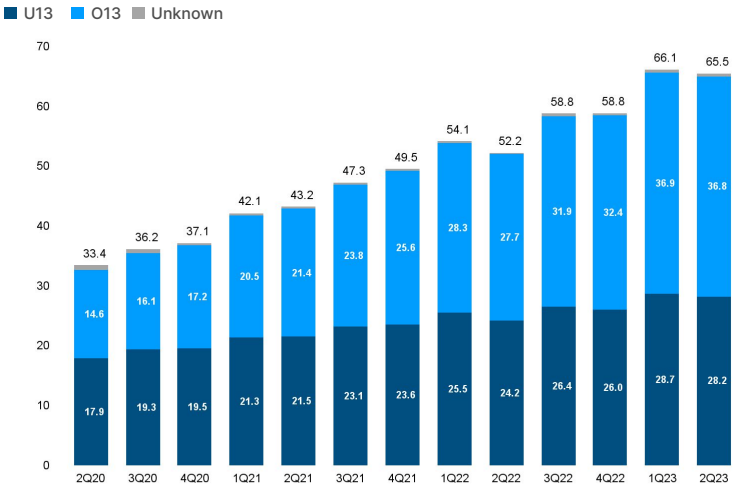
(in millions)

By Region



YoY	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23
US & Canada	90%	70%	78%	62%	5%	6%	-1%	-2%	3%	17%	19%	16%	15%
Europe	106%	113%	97%	79%	19%	15%	23%	20%	20%	30%	24%	27%	29%
APAC	68%	92%	77%	77%	57%	75%	101%	94%	71%	40%	21%	18%	25%
ROW	109%	126%	129%	104%	63%	54%	46%	34%	11%	15%	12%	27%	32%
Total	95%	97%	94%	79%	29%	31%	33%	28%	21%	24%	19%	22%	25%

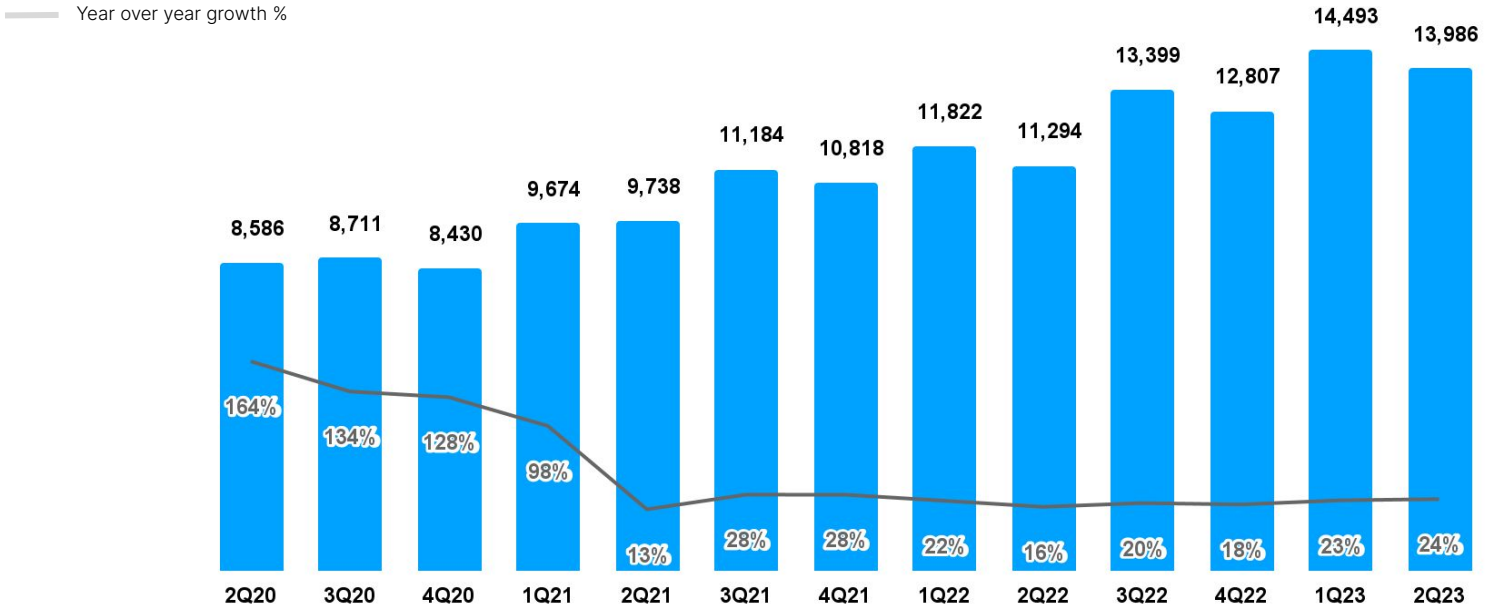
By Age Group



YoY	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23
U13	80%	79%	78%	60%	20%	20%	21%	20%	13%	14%	11%	12%	17%
O13	117%	126%	124%	111%	46%	48%	49%	38%	30%	34%	26%	31%	33%
Total	95%	97%	94%	79%	29%	31%	33%	28%	21%	24%	19%	22%	25%

Hours Engaged

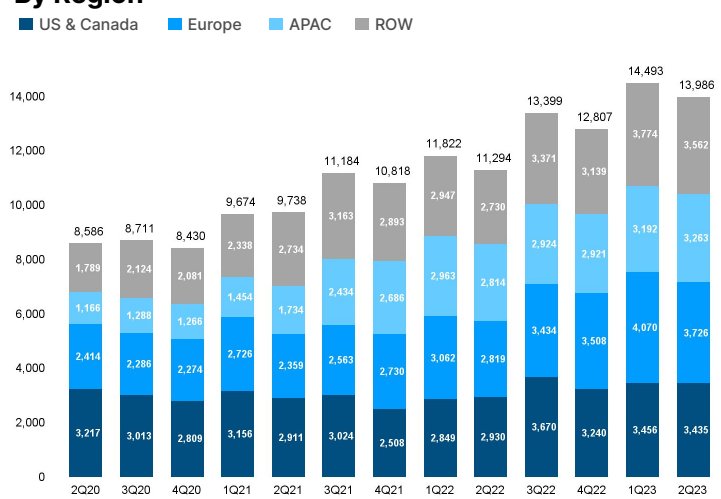
(in millions)



Hours Engaged by Region and Age

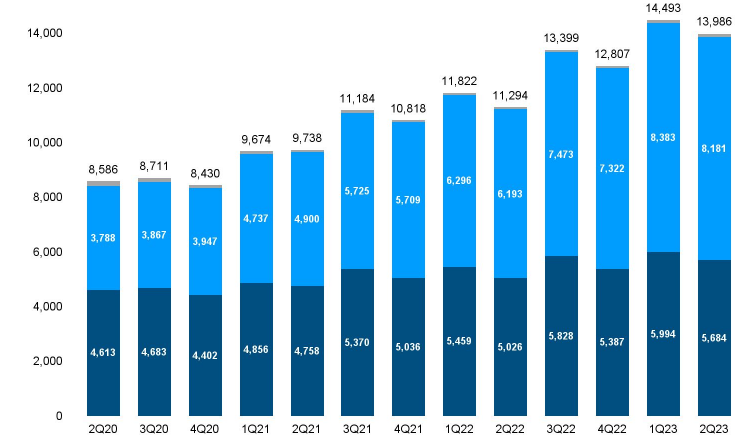
(in millions)

By Region



YoY	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23
US & Canada	171%	107%	122%	88%	-9%	0%	-11%	-10%	1%	21%	29%	21%	17%
Europe	178%	135%	117%	95%	-2%	12%	20%	12%	20%	34%	28%	33%	32%
APAC	125%	149%	110%	96%	49%	89%	112%	104%	62%	20%	9%	8%	16%
ROW	166%	171%	164%	121%	53%	49%	39%	26%	0%	7%	8%	28%	30%
Total	164%	134%	128%	98%	13%	28%	28%	22%	16%	20%	18%	23%	24%

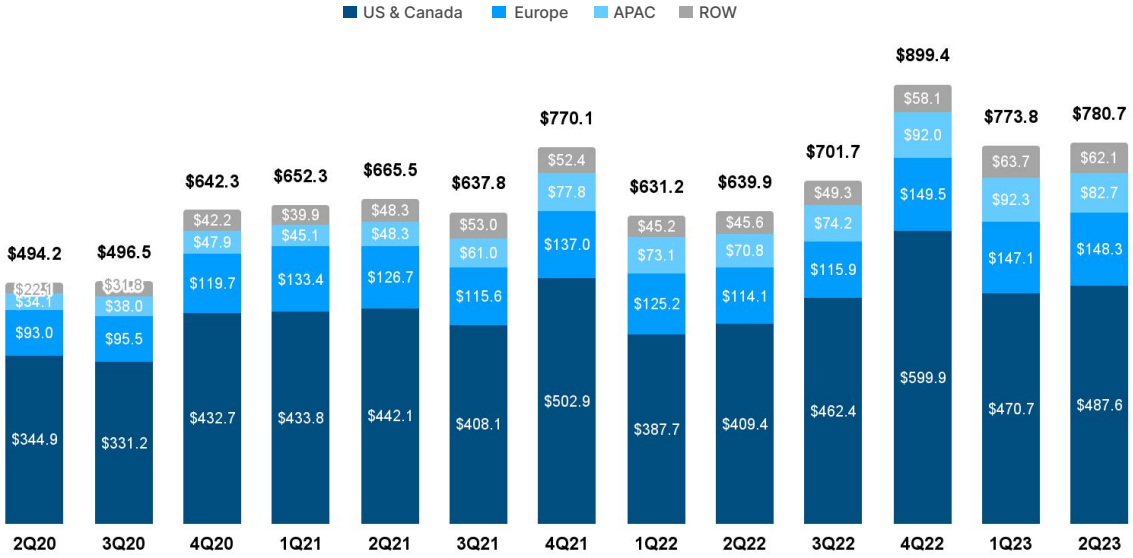
By Age Group



YoY	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23
U13	154%	122%	115%	81%	3%	15%	14%	12%	6%	9%	7%	10%	13%
O13	182%	154%	153%	128%	29%	48%	45%	33%	26%	31%	28%	33%	32%
Total	164%	134%	128%	98%	13%	28%	28%	22%	16%	20%	18%	23%	24%

Bookings by Region

($ in millions, unaudited)

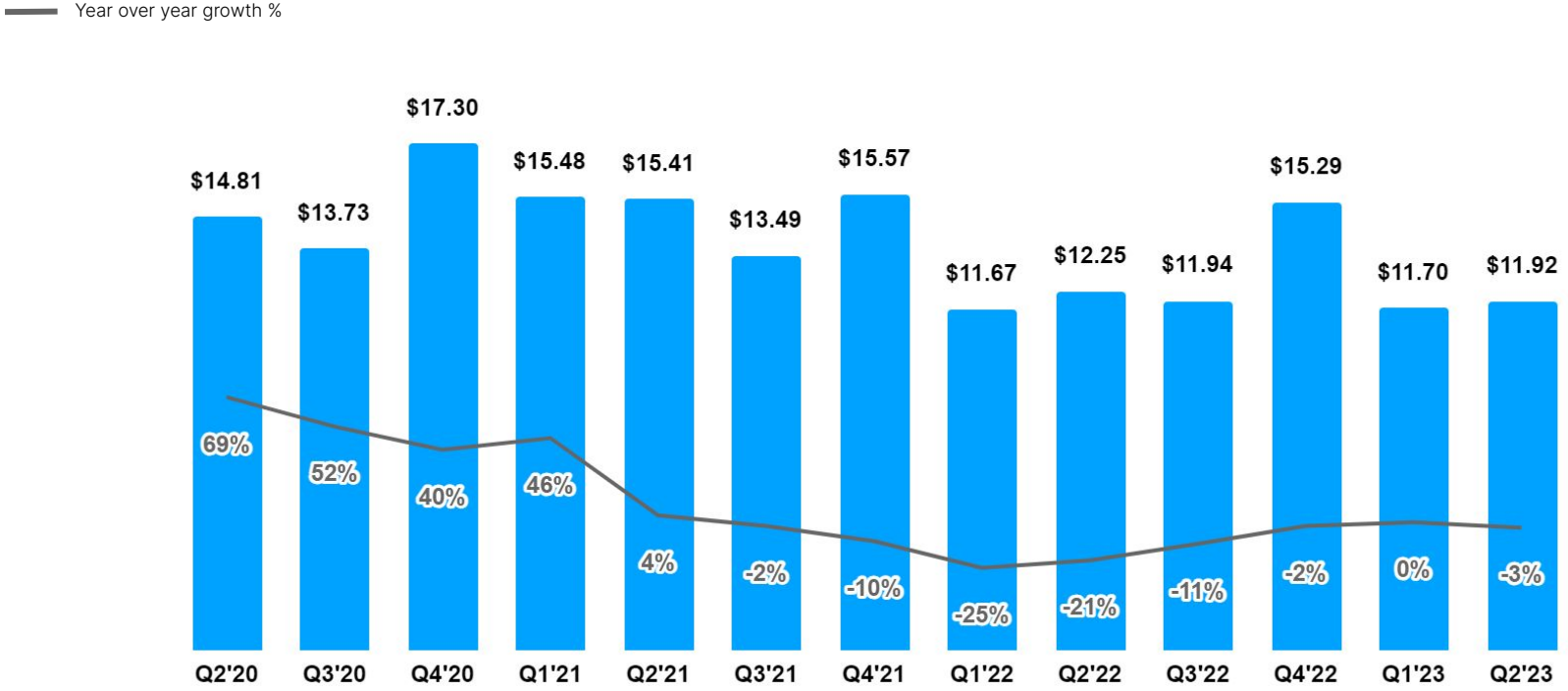


YoY	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23
US & Canada		28%	23%	16%	-11%	-7%	13%	19%	21%	19%			
Europe		36%	21%	14%	-6%	-10%	0%	9%	17%	30%			
APAC		42%	61%	63%	62%	47%	21%	18%	26%	17%			
ROW		118%	67%	24%	13%	-6%	-7%	11%	41%	36%			
Total		35%	28%	20%	-3%	-4%	10%	17%	23%	22%			

Note: Bookings is a non-GAAP financial measure that we believe is useful in evaluating our performance and is presented for supplemental information purposes only and should not be considered in isolation from, or as a substitute for, financial information presented in accordance with GAAP. For further information, please refer to reconciliation slides within the presentation and our annual and quarterly SEC filings.

Bookings are broken out by geographic region based on the billing country of our payers, to help us understand the global engagement on our platform. The billing address may not always accurately reflect a payer's actual location at the time of purchase.

Average Bookings per DAU

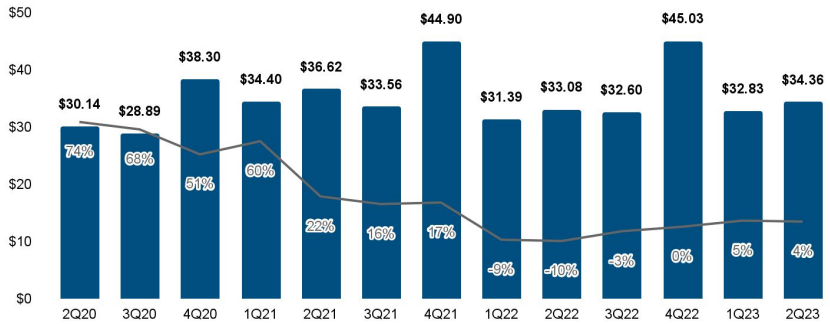


Note: Bookings is a non-GAAP financial measure that we believe is useful in evaluating our performance and is presented for supplemental information purposes only and should not be considered in isolation from, or as a substitute for, financial information presented in accordance with GAAP. For further information, please refer to reconciliation slides within the presentation and our annual and quarterly SEC filings.

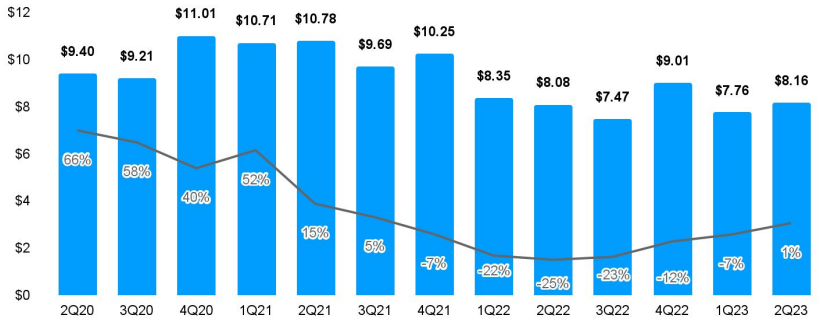
Average Bookings per DAU by Region

Year over year growth %

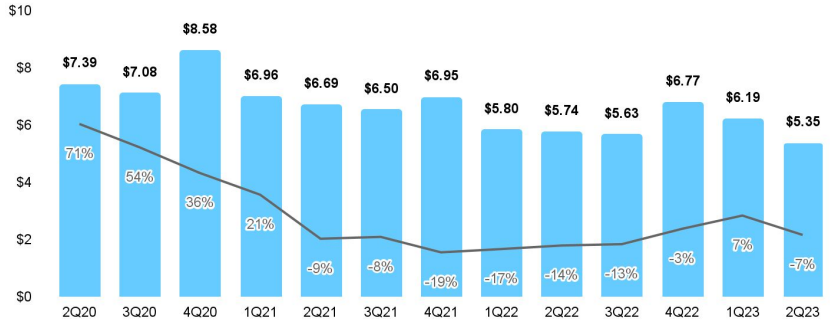
US & Canada



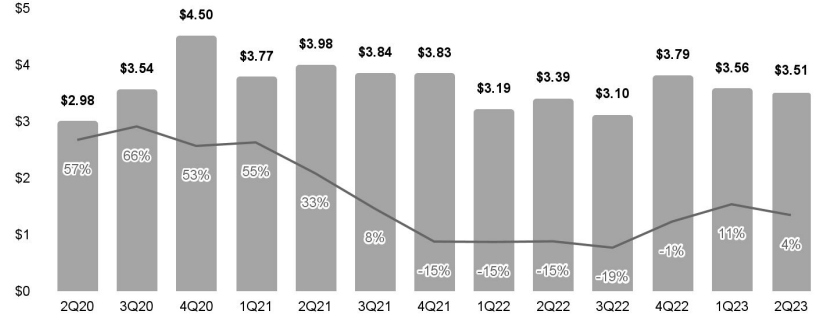
Europe



APAC



ROW

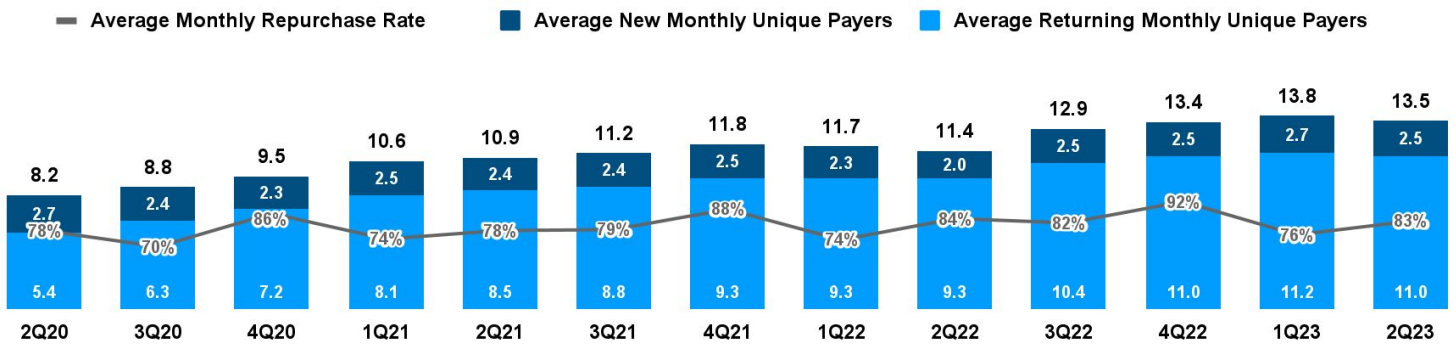


Note: Bookings is a non-GAAP financial measure that we believe is useful in evaluating our performance and is presented for supplemental information purposes only and should not be considered in isolation from, or as a substitute for, financial information presented in accordance with GAAP. For further information, please refer to reconciliation slides within the presentation and our annual and quarterly SEC filings.

Appendix A

Payer Community

New & Returning Monthly Unique Payers (in millions)



Average Bookings Per Monthly Unique Payer

Stock-Based Compensation Expense by Department

($ in thousands, unaudited)

	3 Months ended			
	6/30/2023	6/30/2022	6/30/2021	2022 to 2023 YoY%
Infrastructure and trust & safety	22,695	13,655	7,797	66%
Research and development	147,768	93,714	51,626	58%
General and administrative	34,823	32,974	18,929	6%
Sales and marketing	7,076	6,045	3,307	17%
Total Stock-Based Compensation	**$ 212,362**	**$ 146,388**	**$ 81,659**	**45%**

Shares Outstanding

(in thousands, unaudited)

	As of			
	6/30/2023	6/30/2022	6/30/2021	2022 to 2023 YoY%
Shares of Class A and B Common stock outstanding	616,301	596,622	574,595	3%
Number of stock options outstanding[1]	46,588	55,921	73,244	-17%
Number of unvested RSUs outstanding	36,045	21,909	10,092	65%
Number of ESPP shares to be purchased	2,177	2,253	731	-3%
Number of stock warrants and RSAs outstanding	615	963	680	-36%
Total outstanding and potentially dilutive shares[2]	**701,726**	**677,668**	**659,342**	4%

For further information on these award types, please refer to our annual and quarterly SEC filings.

[1]Note: The weighted average exercise price per option was $2.87, $2.84, and $2.79 as of 2Q23, 2Q22, and 2Q21, respectively.

[2]Note: The CEO Long-Term Performance Award, 2022 PSU Grants, and 2023 PSU Grants are excluded from the above table because the respective stock price or performance targets had not been met as of the periods presented. For further information on these awards, please refer to our annual and quarterly SEC filings.

Personnel Costs excl. Stock-Based Compensation by Department

($ in thousands, unaudited)

	3 Months ended			
	6/30/2023	6/30/2022	6/30/2021	2022 to 2023 YoY%
Infrastructure and trust & safety	23,991	14,034	10,940	71%
Research and development	136,547	96,645	61,877	41%
General and administrative	33,349	23,491	12,922	42%
Sales and marketing	10,459	9,731	8,008	7%
Total Personnel Costs excl. SBC	**$ 204,346**	**$ 143,901**	**$ 93,747**	**42%**

Depreciation and Amortization by Department

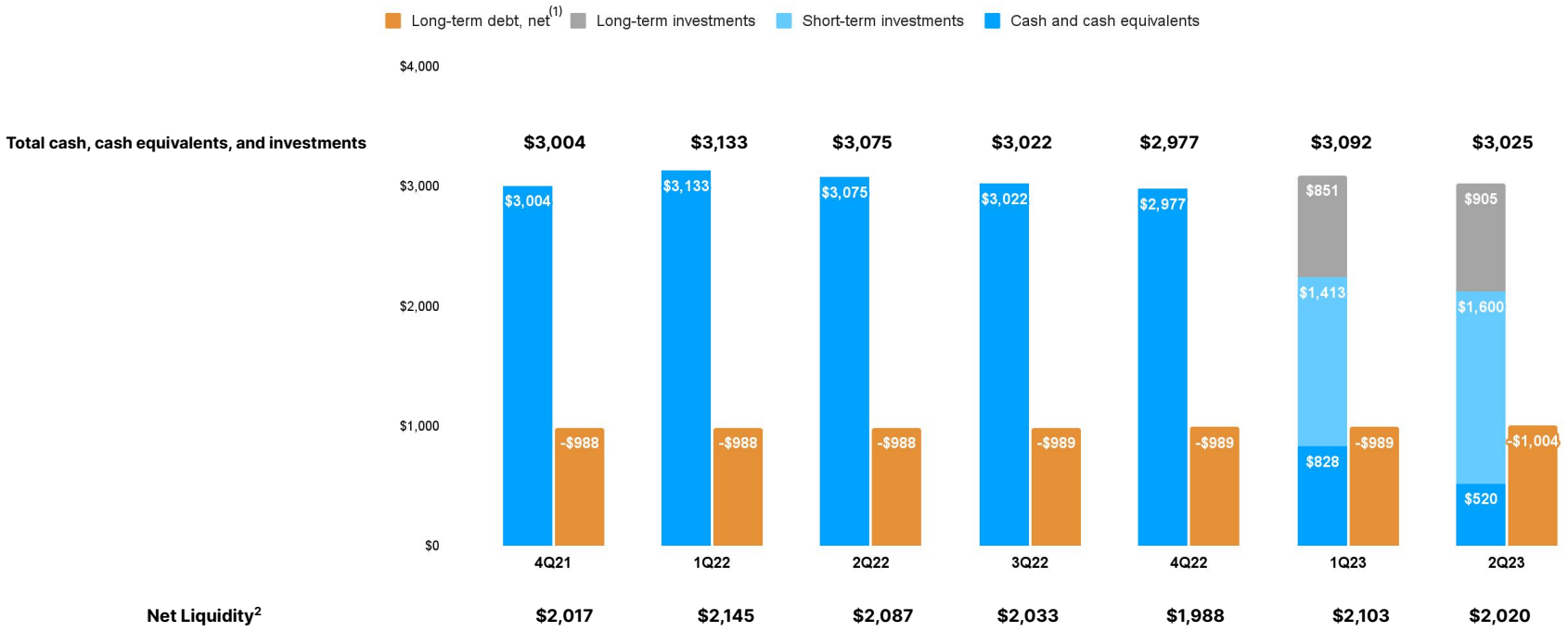
($ in thousands, unaudited)

	3 Months ended			
	6/30/2023	6/30/2022	6/30/2021	2022 to 2023 YoY%
Infrastructure and trust & safety	45,840	23,784	14,611	93%
Research and development	6,271	4,881	3,006	28%
General and administrative	415	266	127	56%
Sales and marketing	73	65	46	12%
Total Depreciation and Amortization	**$ 52,599**	**$ 28,996**	**$ 17,790**	**81%**

Appendix B - Liquidity

Principal Sources of Liquidity

($ in millions, unaudited)

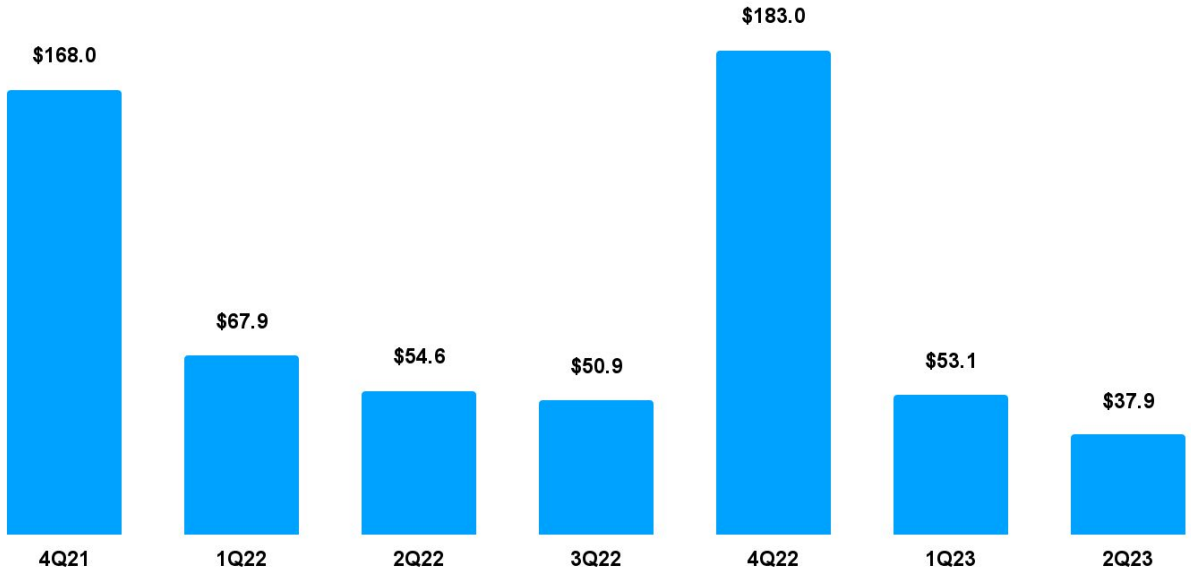


[1]*Note: Amounts shown represent the net carrying amount of the senior notes due 2030 and beginning with 2Q23, also include the non-eliminated carrying amount of notes issued by the Company's fully consolidated joint venture; the principal amount of the senior notes due 2030 is $1.0B and the principal amount of the non-eliminated portion of the notes associated with the fully consolidated joint venture is $14.7M.*

[2]*Note: As shown, net liquidity represents cash, cash equivalents, and short-term and long-term investments, less long-term debt, net.*

Covenant Adjusted EBITDA

($ in millions, unaudited)



Note: Covenant Adjusted EBITDA is used in certain covenant calculations specified in the indenture governing our senior notes due 2030 and is not calculated in accordance with GAAP and may not conform to the calculation of Adjusted EBITDA by other companies. Covenant Adjusted EBITDA should not be considered as a substitute for a measure of our financial performance or other liquidity measures prepared in accordance with GAAP and is also not indicative of income or loss calculated in accordance with GAAP.

Covenant Adjusted EBITDA Calculation

($ in thousands, unaudited)

	3 Months ended		
	6/30/2023	6/30/2022	2022 to 2023 YoY%
Consolidated Net Loss	$ (284,841)	$ (178,734)	59%
Add (deduct):			
Interest income	(34,764)	(4,197)	728%
Interest expense	10,129	9,891	2%
Other (income)/expense, net	(3,277)	3,051	NM
Provision for/(benefit from) income taxes	(1,236)	(278)	345%
Depreciation and amortization	52,599	28,996	81%
Stock-based compensation expense	212,362	146,388	45%
Change in deferred revenue	105,372	52,140	102%
Change in deferred cost of revenue	(18,460)	(2,621)	604%
Covenant Adjusted EBITDA	**$ 37,884**	**$ 54,636**	**-31%**

Note: Covenant Adjusted EBITDA is used in certain covenant calculations specified in the indenture governing our senior notes due 2030 and is not calculated in accordance with GAAP and may not conform to the calculation of Adjusted EBITDA by other companies. Covenant Adjusted EBITDA should not be considered as a substitute for a measure of our financial performance or other liquidity measures prepared in accordance with GAAP and is also not indicative of income or loss calculated in accordance with GAAP.