UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

FORM 8-K

CURRENT REPORT

Pursuant to Section 13 or 15(d)
of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): August 5, 2026

FASTLY, INC.
(Exact name of Registrant as Specified in Its Charter)

Delaware	001-38897	27-5411834
(State or other jurisdiction of incorporation or organization)	(Commission File Number)	(I.R.S. Employer Identification No.)

475 Brannan Street, Suite 300
San Francisco, CA 94107
(Address of principal executive offices) (Zip code)

(844) 432-7859
(Registrant’s Telephone Number, Including Area Code)

Not Applicable
(Former Name or Former Address, if Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instructions A.2. below):

☐ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

☐ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

☐ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

☐ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Class A Common Stock, $0.00002 par value	“FSLY”	The Nasdaq Stock Market LLC

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company ☐

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. ☐

Item 2.02 Results of Operations and Financial Condition.

On August 5, 2026, Fastly, Inc. (the "Company") announced its financial results for the quarter ended June 30, 2026 by issuing a press release. A copy of the press release is attached hereto as Exhibit 99.1 and is incorporated herein by reference.

Attached hereto as Exhibit 99.2 and incorporated by reference herein is the Company's investor supplement, regarding results of the quarter ended June 30, 2026 (the "Investor Supplement"). The Investor Supplement will be posted to http://investors.fastly.com immediately after the filing of this Form 8-K.

The information furnished on this Form 8-K, including the exhibits attached, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that section, nor shall it be deemed incorporated by reference into any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such a filing.

Item 7.01 Regulation FD Disclosure.

On August 5, 2026, the Company posted supplemental financial and other information to http://investors.fastly.com.

The Company may announce material business and financial information to its investors using its investor relations website (http://investors.fastly.com), its filings with the Securities and Exchange Commission, its corporate X (formerly known as Twitter) account (@Fastly), its blog (http://www.fastly.com/blog), its corporate LinkedIn account (http://www.linkedin.com/company/fastly), webcasts, press releases, and conference calls. The Company uses these mediums, including its website, to communicate with investors and the general public about the Company, its products, and other issues. It is possible that the information that we make available on these mediums may be deemed to be material information. Therefore, the Company encourages investors and others interested in the Company to review the information that it makes available through these channels.

The content of the Company's websites and information that the Company may post on or provide to online and social media channels, including those mentioned above, and information that can be accessed through the Company's websites or these online and social media channels are not incorporated by reference into this Current Report on Form 8-K or in any other report or document the Company files with the Securities and Exchange Commission, and any references to the Company's websites or these online and social media channels are intended to be inactive textual references only.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits

Exhibit No.	Exhibit Description
99.1	Press Release dated August 5, 2026
99.2	Investor Supplement for Second Quarter 2026 Results

+ Indicates management contract or compensatory plan.

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

			FASTLY, INC.
Dated:	August 5, 2026	By:	/s/ Richard Wong
			Richard Wong
			Chief Financial Officer

Exhibit 99.1

Fastly Announces Second Quarter 2026 Financial Results

Record second quarter revenue of $183.3 million grew 23% year-over-year

Record second quarter gross margin of 63.3% and record non-GAAP gross margin of 65.8%

LTM NRR of 117% reaches highest level in over three years

SAN FRANCISCO — August 5, 2026 — Fastly, Inc. (NASDAQ: FSLY), a leader in global edge cloud platforms, today announced financial results for its second quarter ended June 30, 2026.

"Record second quarter results reflect strong execution and the deep trust customers place in our technology and our teams," said Kip Compton, CEO of Fastly. "Our platform strategy is driving business momentum, giving us the confidence to raise our full-year outlook."

($ in thousands, except per share data) (unaudited)	Three months ended June 30,				Six months ended June 30,			
	2026		2025		2026		2025	
Revenue	$	183,317	$	148,709	$	356,338	$	293,183
Gross margin								
GAAP gross margin		63.3 %		54.5 %		62.9 %		53.9 %
Non-GAAP gross margin(1)		65.8 %		59.0 %		65.5 %		58.2 %
Operating loss								
GAAP operating loss	$	(14,433)	$	(36,943)	$	(38,328)	$	(75,122)
Non-GAAP operating income (loss)(1)	$	26,993	$	(4,594)	$	46,136	$	(10,439)
Net income (loss) per share								
GAAP net loss per common share — basic and diluted	$	(0.10)	$	(0.26)	$	(0.23)	$	(0.53)
Non-GAAP net income (loss) per common share — basic(1)	$	0.17	$	(0.03)	$	0.32	$	(0.08)
Non-GAAP net income (loss) per common share — diluted(1)	$	0.15	$	(0.03)	$	0.28	$	(0.08)

For a reconciliation of non-GAAP financial measures to their corresponding GAAP measures, please refer to the reconciliation table at the end of this press release.

Second Quarter 2026 Financial Summary

- Total revenue of $183.3 million, representing 23% year-over-year growth. Network Services revenue of $133.9 million, representing 17% year-over-year growth. Security revenue of $41.7 million, representing 43% year-over-year growth. Other revenue of $7.7 million, representing 69% year-over-year growth. Network Services revenue includes solutions designed to improve performance of websites, apps, APIs, and digital media. Security revenue includes products designed to protect websites, apps, APIs, and users. Other revenue includes Compute and Observability solutions.
- Generated $39.3 million of operating cash flow compared to $25.8 million of operating cash flow in the second quarter of 2025. Generated $3.6 million of positive free cash flow compared to $10.9 million in the second quarter of 2025.
- GAAP gross margin of 63.3%, compared to 54.5% in the second quarter of 2025. Non-GAAP gross margin[1] of 65.8%, compared to 59.0% in the second quarter of 2025.
- GAAP net loss of $15.6 million, compared to $37.5 million in the second quarter of 2025. Non-GAAP net income[1] of $26.2 million, compared to non-GAAP net loss[1] of $5.0 million in the second quarter of 2025.
- GAAP net loss per basic and diluted share of $0.10, compared to $0.26 in the second quarter of 2025. Non-GAAP net income per basic share[1] of $0.17, compared to non-GAAP net loss per basic share[1] of $0.03 in the second quarter of 2025. Non-GAAP net income per diluted share[1] of $0.15, compared to non-GAAP net loss per diluted share[1] of $0.03 in the second quarter of 2025.

Key Metrics

- Remaining Performance Obligations (RPO)[2] were $341 million, up 38% from $247 million in the second quarter of 2025.
- Fastly's top ten customers accounted for 37% of revenue in the second quarter of 2026 compared to 31% in the second quarter of 2025.

- Last 12-month net retention rate (LTM NRR)[3] increased to 117% in the second quarter from 113% in the first quarter of 2026.

Second Quarter Business and Product Highlights

- Announced new research showing how rapidly growing AI traffic is reshaping the internet, growing 6.5x faster than human traffic this year, and why organizations need new strategies to manage machine traffic.
- Released a joint announcement with LALIGA on the collaboration of anti-piracy solutions that are designed to address illegal streaming of live sports and help rights holders prevent lost revenue.
- Announced a new partnership with Skyfire, enabling trusted commerce at the edge so enterprises can now securely identify, verify, and transact with AI agents in real time and at global scale, without re-architecting existing infrastructure.
- Released C++ SDK for Fastly Compute, enabling enterprises to secure, scale, and accelerate their C++ AI workloads, gaming features, and other low-latency applications.

Third Quarter and Full Year 2026 Guidance

	Q3 2026	Full Year 2026
Total Revenue (millions)	$184.0 - $190.0	$732.0 - $746.0
Non-GAAP Operating Income (millions)	$20.0 - $24.0	$88.0 - $96.0
Non-GAAP Net Income per share[(4)(5)]	$0.11 - $0.13	$0.50 - $0.54

A reconciliation of non-GAAP guidance measures to corresponding GAAP measures is not available on a forward-looking basis without unreasonable effort due to the uncertainty of expenses that may be incurred in the future and cannot be reasonably determined or predicted at this time, although it is important to note that these factors could be material to Fastly’s future GAAP financial results.

Conference Call Information

Fastly will host an investor conference call to discuss its results at 1:30 p.m. PT / 4:30 p.m. ET on Wednesday, August 5, 2026.

To access the conference call, please pre-register and dial-in using this link at least 15 minutes prior to the 1:30 p.m. PT start time. Registrants will receive an email confirmation with dial-in details.

A live webcast of the event can be accessed using this link. A replay of the webcast will be available on https://investors.fastly.com starting approximately two hours after the event and archived on the site for one quarter.

About Fastly, Inc.

Fastly’s powerful and programmable edge cloud platform helps the world’s top brands deliver online experiences that are fast, safe, and engaging through edge compute, delivery, security, and observability offerings that improve site performance, enhance security, and empower innovation at global scale. Compared to other providers, Fastly’s powerful, high-performance, and modern platform architecture empowers developers to deliver secure websites and apps with rapid time-to-market and demonstrated, industry-leading cost savings. Organizations around the world trust Fastly to help them upgrade the internet experience, including Reddit, Universal Music Group, and SeatGeek. Learn more about Fastly at https://www.fastly.com, and follow us @fastly.

Forward-Looking Statements

This press release contains “forward-looking” statements that are based on our beliefs and assumptions and on information currently available to us. Forward-looking statements may involve known and unknown risks, uncertainties, and other factors that may cause our actual results, performance, or achievements to be materially different from those expressed or implied by the forward-looking statements. These statements include, but are not limited to, statements regarding our future financial and operating performance and shareholder returns, including our outlook and guidance and ability to maintain and strengthen our liquidity position; our ability to acquire new customers, expand cross-sell opportunities, and grow market share; our ability to enrich our revenue mix with platform enhancements; the performance of our existing and new platform enhancements; our ability to accelerate global growth; our partnerships and collaborations; the performance, capabilities, and expectations regarding customer experiences with Fastly Compute, including its C++ SDK, Bot Management and DDoS Protection, and Next-Gen WAF; and Fastly's strategies, platform, and business plans. Except as required by law, we assume no obligation to update these forward-looking statements publicly or to update the reasons actual results could differ materially from those anticipated in the forward-looking statements, even if new information becomes available in the future. Important factors that could cause our actual results to differ materially are detailed from time to time in the reports Fastly files with the Securities and Exchange Commission ("SEC"), including those more fully described in Fastly's Annual Report on Form 10-K for the year ended December 31, 2025. Additional information will also be set forth in Fastly's Quarterly Report on Form 10-Q for the quarter ended June 30, 2026, and other filings and reports that Fastly may file from time to time with the SEC. Copies of reports filed with the SEC are posted on Fastly's website and are available from Fastly without charge.

Use of Non-GAAP Financial Measures

To supplement our condensed consolidated financial statements, which are prepared and presented in accordance with accounting principles generally accepted in the United States ("GAAP"), the Company uses the following non-GAAP measures of financial performance: non-GAAP gross profit, non-GAAP gross margin, non-GAAP operating income (loss), non-GAAP net income (loss), non-GAAP basic and diluted net income (loss) per common share, non-GAAP research and development, non-GAAP sales and marketing, non-GAAP general and administrative, free cash flow and adjusted EBITDA. The presentation of this additional financial information is not intended to be considered in isolation from, as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP. These non-GAAP measures have limitations in that they do not reflect all of the amounts associated with our results of operations as determined in accordance with GAAP. In addition, these non-GAAP financial measures may be different from the non-GAAP financial measures used by other companies. These non-GAAP measures should only be used to evaluate our results of operations in conjunction with the corresponding GAAP measures. Management compensates for these limitations by reconciling these non-GAAP financial measures to the most comparable GAAP financial measures within our earnings releases.

Non-GAAP gross profit, non-GAAP gross margin, non-GAAP operating income (loss), non-GAAP net income (loss) and non-GAAP basic and diluted net income (loss) per common share, non-GAAP research and development, non-GAAP sales and marketing, and non-GAAP general and administrative differ from GAAP in that they exclude stock-based compensation expense and related employer payroll taxes, amortization of capitalized stock-based compensation - cost of revenue**,** amortization of acquired intangible assets, executive transition costs, and amortization of debt discount and issuance costs.

Adjusted EBITDA: excludes stock-based compensation expense and related employer payroll taxes, amortization of capitalized stock-based compensation - cost of revenue, gain on modification of lease, depreciation and other amortization expenses, amortization of acquired intangible assets, impairment expense, executive transition costs, interest income, interest expense, including amortization of debt discount and issuance costs, other expense (income), net, and income taxes.

Amortization of Acquired Intangible Assets: consists of non-cash charges that can be affected by the timing and magnitude of asset purchases and acquisitions. Management considers its operating results without this activity when evaluating its ongoing non-GAAP performance and its adjusted EBITDA performance because these charges are non-cash expenses that can be affected by the timing and magnitude of asset purchases and acquisitions and may not be reflective of our core business, ongoing operating results, or future outlook**.**

Amortization of Debt Discount and Issuance Costs: consists primarily of amortization expense related to our debt obligations. Management considers its operating results without this activity when evaluating its ongoing non-GAAP net income (loss) performance and its adjusted EBITDA performance because it is not believed by management to be reflective of our core business, ongoing operating results or future outlook. These are included in our total interest expense.

Capital Expenditures: consists of cash used for purchases of property and equipment, net of proceeds from sale of property and equipment, capitalized internal-use software and payments on finance lease obligations, as reflected in our statement of cash flows.

Depreciation and Other Amortization Expense: consists of non-cash charges that can be affected by the timing and magnitude of asset purchases. Management considers its operating results without this activity when evaluating its ongoing adjusted EBITDA performance because these charges are non-cash expenses that can be affected by the timing and magnitude of asset purchases and may not be reflective of our core business, ongoing operating results, or future outlook.

Executive Transition Costs: consists of one-time cash charges recognized with respect to changes in our executive's employment status. Management considers its operating results without this activity when evaluating its ongoing non-GAAP net income (loss) performance and its adjusted EBITDA performance because it is not believed by management to be reflective of our core business, ongoing operating results, or future outlook.

Free Cash Flow: calculated as net cash used in operating activities less purchases of property and equipment, net of proceeds from sale of property and equipment, and capitalized internal-use software costs. Management specifically identifies adjusting items in the reconciliation of GAAP to non-GAAP financial measures. Management considers non-GAAP free cash flow to be a profitability and liquidity measure that provides useful information to management and investors about the amount of cash generated by the business that can possibly be used for investing in Fastly's business and strengthening its balance sheet, but it is not intended to represent the residual cash flow available for discretionary expenditures. The presentation of non-GAAP free cash flow is also not meant to be considered in isolation or as an alternative to cash flows from operating activities as a measure of liquidity.

Gain on Modification of Lease: consists of a one-time non-cash charge recognized with respect to the modification of our leases. Management considers its operating results without this activity when evaluating its ongoing non-GAAP net income (loss) performance and its adjusted EBITDA performance because it is not believed by management to be reflective of our core business, ongoing operating results, or future outlook.

Impairment Expense: consists of charges related to our long-lived assets. Management considers its operating results without this activity when evaluating its ongoing non-GAAP net income (loss) performance and its adjusted EBITDA performance because it is not believed by management to be reflective of our core business, ongoing operating results or future outlook.

Income Taxes: consists primarily of expenses recognized related to state and foreign income taxes. Management considers its operating results without this activity when evaluating its ongoing adjusted EBITDA performance because it is not believed by management to be reflective of our core business, ongoing operating results or future outlook.

Interest Expense: consists primarily of interest expense related to our debt instruments, including amortization of debt discount and issuance costs. Management considers its operating results without this activity when evaluating its ongoing non-GAAP net income (loss) performance and its adjusted EBITDA performance because it is not believed by management to be reflective of our core business, ongoing operating results or future outlook.

Interest Income: consists primarily of interest income related to our marketable securities. Management considers its operating results without this activity when evaluating its ongoing non-GAAP net income (loss) performance and its adjusted EBITDA performance because it is not believed by management to be reflective of our core business, ongoing operating results or future outlook.

Other (Expense) Income, Net: consists primarily of foreign currency transaction gains and losses. Management considers its operating results without this activity when evaluating its ongoing adjusted EBITDA performance because it is not believed by management to be reflective of our core business, ongoing operating results or future outlook.

Stock-Based Compensation Expense and Related Employer Payroll Taxes: consists of expenses for stock options, restricted stock units, performance awards and other shares issued under our equity incentive plans or our Employee Stock Purchase Plan ("ESPP"), as applicable, and the related employer payroll taxes. Although stock-based compensation and its related employer payroll taxes are expenses for the Company, management considers its operating results without this activity when evaluating its ongoing non-GAAP net income (loss) performance and its adjusted EBITDA performance, primarily because they are expenses not believed by management to be reflective of our core business, ongoing operating results, or future outlook. In addition, the value of some stock-based instruments is determined using formulas that incorporate variables, such as market volatility, that are beyond our control.

Amortization of Capitalized Stock-Based Compensation - Cost of Revenue: in order to reflect the performance of our core business, ongoing operating results, or future outlook, and to be consistent with the way many investors evaluate our performance and compare our operating results to peer companies, similar to stock-based compensation, management considers it appropriate to exclude amortization of capitalized stock-based compensation from our non-GAAP financial measures.

Management believes these non-GAAP financial measures and adjusted EBITDA serve as useful metrics for our management and investors because they enable a better understanding of the long-term performance of our core business and facilitate comparisons of our operating results over multiple periods and to those of peer companies, and when taken together with the corresponding GAAP financial measures and our reconciliations, enhance investors' overall understanding of our current financial performance.

In the financial tables below, the Company provides a reconciliation of the most comparable GAAP financial measure to the historical non-GAAP financial measures used in this press release.

Key Metrics

[1] Beginning with the quarter ended March 31, 2026, we are excluding stock-based compensation related employer payroll taxes from our non-GAAP gross margin, non-GAAP operating income (loss), non-GAAP net income (loss) per common share — basic and non-GAAP net income (loss) per common share — diluted, because we consider our operating results without this activity when evaluating our ongoing non-GAAP net income (loss) performance and our adjusted EBITDA performance. We did not recast the presentation for all prior periods presented due to the immaterial amount of such payroll taxes.

[2] Remaining Performance Obligations include future committed revenue for periods within current contracts with customers, as well as deferred revenue arising from consideration invoiced for which the related performance obligations have not been satisfied. During the third quarter of 2025, we identified an error in RPO calculations from certain contracts with a termination-for-convenience clause. We recast the presentation of RPO for all prior periods presented to reflect the correction of this error.

[3] We calculate LTM Net Retention Rate by dividing the total customer revenue for the prior twelve-month period (“prior 12-month period”) ending at the beginning of the last twelve-month period (“LTM period”) minus revenue contraction due to billing decreases or customer churn, plus revenue expansion due to billing increases during the LTM period from the same customers by the total prior 12-month period revenue. We believe the LTM Net Retention Rate is supplemental as it removes some of the volatility that is inherent in a usage-based business model.

[4] Non-GAAP net income per share is calculated as Non-GAAP net income divided by weighted average diluted shares for 2026.

[5] Assumes weighted average diluted shares outstanding of 181.4 million in Q3 2026 and 180.3 million for the full year 2026.

Condensed Consolidated Statements of Operations
(unaudited, in thousands, except per share amounts)

	Three months ended June 30,		Six months ended June 30,	
	2026	**2025**	**2026**	**2025**
Revenue	$ 183,317	$ 148,709	$ 356,338	$ 293,183
Cost of revenue[1]	67,366	67,593	132,206	135,269
Gross profit	**115,951**	**81,116**	**224,132**	**157,914**
Operating expenses:				
Research and development[1]	42,071	42,221	84,043	79,650
Sales and marketing[1]	56,735	51,100	111,849	100,413
General and administrative[1]	31,578	24,323	66,568	52,558
Impairment expense	—	415	—	415
Total operating expenses	**130,384**	**118,059**	**262,460**	**233,036**
Loss from operations	**(14,433)**	**(36,943)**	**(38,328)**	**(75,122)**
Interest income	2,842	3,084	5,769	6,059
Interest expense	(3,348)	(3,164)	(6,654)	(6,337)
Other (expense) income, net	(400)	39	(780)	(41)
Loss before income taxes	**(15,339)**	**(36,984)**	**(39,993)**	**(75,441)**
Income tax expense (benefit)	252	557	(3,878)	1,248
Net loss	**$ (15,591)**	**$ (37,541)**	**$ (36,115)**	**$ (76,689)**
Net loss per share attributable to common stockholders, basic and diluted	**$ (0.10)**	**$ (0.26)**	**$ (0.23)**	**$ (0.53)**
Weighted-average shares used in computing net loss per share attributable to common stockholders, basic and diluted	**157,596**	**145,780**	**155,598**	**144,539**

(1) Includes stock-based compensation expense as follows:

	Three months ended June 30,		Six months ended June 30,	
	2026	**2025**	**2026**	**2025**
Cost of revenue	$ 2,757	$ 2,573	$ 5,293	$ 4,512
Research and development	11,902	11,755	21,932	20,648
Sales and marketing	10,344	8,176	19,697	14,869
General and administrative	10,169	3,831	23,231	11,888
Total	**$ 35,172**	**$ 26,335**	**$ 70,153**	**$ 51,917**

Reconciliation of GAAP to Non-GAAP Financial Measures
(unaudited, in thousands, except per share data)

	Three months ended June 30,				Six months ended June 30,			
	2026		2025		2026		2025	
Gross profit								
GAAP gross profit	$	115,951	$	81,116	$	224,132	$	157,914
Stock-based compensation expense and related employer payroll taxes[1]		3,026		2,573		5,773		4,512
Amortization of capitalized stock-based compensation - Cost of revenue		1,694		1,581		3,383		3,222
Amortization of acquired intangible assets		—		2,475		—		4,950
Non-GAAP gross profit	**$**	**120,671**	**$**	**87,745**	**$**	**233,288**	**$**	**170,598**
GAAP gross margin		**63.3 %**		**54.5 %**		**62.9 %**		**53.9 %**
Non-GAAP gross margin		**65.8 %**		**59.0 %**		**65.5 %**		**58.2 %**
Research and development								
GAAP research and development	$	42,071	$	42,221	$	84,043	$	79,650
Stock-based compensation expense and related employer payroll taxes[1]		(12,967)		(11,755)		(24,355)		(20,648)
Non-GAAP research and development	**$**	**29,104**	**$**	**30,466**	**$**	**59,688**	**$**	**59,002**
Sales and marketing								
GAAP sales and marketing	$	56,735	$	51,100	$	111,849	$	100,413
Stock-based compensation expense and related employer payroll taxes[1]		(10,869)		(8,176)		(21,009)		(14,869)
Amortization of acquired intangible assets		(2,160)		(2,279)		(4,319)		(4,580)
Executive transition costs		—		—		(262)		—
Non-GAAP sales and marketing	**$**	**43,706**	**$**	**40,645**	**$**	**86,259**	**$**	**80,964**
General and administrative								
GAAP general and administrative	$	31,578	$	24,323	$	66,568	$	52,558
Stock-based compensation expense and related employer payroll taxes[1]		(10,710)		(3,831)		(24,302)		(11,888)
Executive transition costs		—		—		(1,061)		(335)
Gain on modification of lease		—		736		—		736
Non-GAAP general and administrative	**$**	**20,868**	**$**	**21,228**	**$**	**41,205**	**$**	**41,071**
Operating income (loss)								
GAAP operating loss	$	(14,433)	$	(36,943)	$	(38,328)	$	(75,122)
Stock-based compensation expense and related employer payroll taxes[1]		37,572		26,335		75,439		51,917
Amortization of capitalized stock-based compensation - Cost of revenue		1,694		1,581		3,383		3,222
Executive transition costs		—		—		1,323		335
Gain on modification of lease		—		(736)		—		(736)
Amortization of acquired intangible assets		2,160		4,754		4,319		9,530
Impairment expense		—		415		—		415
Non-GAAP operating income (loss)	**$**	**26,993**	**$**	**(4,594)**	**$**	**46,136**	**$**	**(10,439)**
Net income (loss)								
GAAP net loss	$	(15,591)	$	(37,541)	$	(36,115)	$	(76,689)
Stock-based compensation expense and related employer payroll taxes[1]		37,572		26,335		75,439		51,917
Amortization of capitalized stock-based compensation - Cost of revenue		1,694		1,581		3,383		3,222
Executive transition costs		—		—		1,323		335
Gain on modification of lease		—		(736)		—		(736)
Amortization of acquired intangible assets		2,160		4,754		4,319		9,530
Impairment expense		—		415		—		415
Amortization of debt discount and issuance costs		366		217		767		434
Non-GAAP net income (loss)	**$**	**26,201**	**$**	**(4,975)**	**$**	**49,116**	**$**	**(11,572)**
Non-GAAP net income (loss) per common share — basic	**$**	**0.17**	**$**	**(0.03)**	**$**	**0.32**	**$**	**(0.08)**
Non-GAAP net income (loss) per common share — diluted	**$**	**0.15**	**$**	**(0.03)**	**$**	**0.28**	**$**	**(0.08)**
Weighted average basic common shares		**157,596**		**145,780**		**155,598**		**144,539**
Weighted average diluted common shares		**180,304**		**145,780**		**178,410**		**144,539**

(1) Similar to stock-based compensation, we believe it is also appropriate to exclude employer payroll taxes related to stock-based compensation from our non-GAAP financial measures in order to reflect the performance of our core business and to be consistent with the way many investors evaluate our performance and compare our operating results to peer companies. In order to continue to improve the usefulness of our non-GAAP financial measures to the investors, starting with the quarter ended March 31, 2026, we are excluding stock-based compensation related employer payroll taxes from our non-GAAP financial measures. We did not recast the presentation for all prior periods presented due to the immaterial amount of such payroll taxes. Refer to Non-GAAP Financial Measures definition for further details.

Reconciliation of GAAP to Non-GAAP Financial Measures (continued)
(unaudited, in thousands, except per share data)

	Three months ended June 30,		Six months ended June 30,	
	2026	**2025**	**2026**	**2025**
Reconciliation of GAAP to Non-GAAP diluted shares				
GAAP diluted shares	**157,596**	**145,780**	**155,598**	**144,539**
Other dilutive equity awards	22,708	—	22,812	—
Non-GAAP diluted shares	**180,304**	**145,780**	**178,410**	**144,539**
Non-GAAP diluted net income (loss) per share	**$ 0.15**	**$ (0.03)**	**$ 0.28**	**$ (0.08)**

	Three months ended June 30,		Six months ended June 30,	
	2026	**2025**	**2026**	**2025**
Adjusted EBITDA				
GAAP net loss	$ (15,591)	$ (37,541)	$ (36,115)	$ (76,689)
Stock-based compensation expense and related employer payroll taxes[1]	37,572	26,335	75,439	51,917
Amortization of capitalized stock-based compensation - Cost of revenue	1,694	1,581	3,383	3,222
Gain on modification of lease	—	(736)	—	(736)
Depreciation and other amortization	11,129	13,505	21,449	27,155
Amortization of acquired intangible assets	2,160	4,754	4,319	9,530
Amortization of debt discount and issuance costs	366	217	767	434
Impairment expense	—	415	—	415
Executive transition costs	—	—	1,323	335
Interest income	(2,842)	(3,084)	(5,769)	(6,059)
Interest expense	2,982	2,947	5,887	5,903
Other expense (income), net	400	(39)	780	41
Income tax expense (benefit)	252	557	(3,878)	1,248
Adjusted EBITDA	**$ 38,122**	**$ 8,911**	**$ 67,585**	**$ 16,716**

(1) Similar to stock-based compensation, we believe it is also appropriate to exclude employer payroll taxes related to stock-based compensation from our non-GAAP financial measures in order to reflect the performance of our core business and to be consistent with the way many investors evaluate our performance and compare our operating results to peer companies. In order to continue to improve the usefulness of our non-GAAP financial measures to the investors, starting with the quarter ended March 31, 2026, we are excluding stock-based compensation related employer payroll taxes from our non-GAAP financial measures. We did not recast the presentation for all prior periods presented due to the immaterial amount of such payroll taxes. Refer to Non-GAAP Financial Measures definition for further details.

Condensed Consolidated Balance Sheets
(unaudited, in thousands)

	As of June 30, 2026	As of December 31, 2025
ASSETS		
Current assets:		
Cash and cash equivalents	$ 89,798	$ 180,563
Marketable securities	247,700	181,196
Accounts receivable, net of allowance for credit losses	114,216	118,029
Prepaid expenses and other current assets	27,333	26,921
Total current assets	**479,047**	**506,709**
Property and equipment, net	220,354	186,785
Operating lease right-of-use assets, net	58,213	52,067
Goodwill	670,356	670,356
Intangible assets, net	21,232	25,771
Other assets	54,441	57,789
Total assets	**$ 1,503,643**	**$ 1,499,477**
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities:		
Accounts payable	$ 20,124	$ 17,612
Accrued expenses	52,937	70,669
Long-term debt, current	—	38,557
Operating lease liabilities, current	30,100	24,427
Deferred revenue	34,266	35,234
Other current liabilities	5,096	7,499
Total current liabilities	**142,523**	**193,998**
Long-term debt, net	323,958	323,282
Operating lease liabilities, non-current	44,234	43,921
Other long-term liabilities	2,111	8,698
Total liabilities	**512,826**	**569,899**
Stockholders' equity:		
Common stock	3	3
Additional paid-in capital	2,141,909	2,044,103
Accumulated other comprehensive loss	(493)	(41)
Accumulated deficit	(1,150,602)	(1,114,487)
Total stockholders' equity	**990,817**	**929,578**
Total liabilities and stockholders' equity	**$ 1,503,643**	**$ 1,499,477**

Condensed Consolidated Statements of Cash Flows
(unaudited, in thousands)

	Three months ended June 30,		Six months ended June 30,	
	2026	2025	2026	2025
Cash flows from operating activities:				
Net loss	$ (15,591)	$ (37,541)	$ (36,115)	$ (76,689)
Adjustments to reconcile net loss to net cash provided by operating activities:				
Depreciation expense	12,720	14,962	24,612	30,129
Amortization of intangible assets	2,262	4,878	4,539	9,778
Non-cash lease expense	6,887	5,694	13,085	11,349
Amortization of debt discount and issuance costs	366	217	767	434
Amortization of deferred contract costs	4,733	4,847	9,491	9,697
Stock-based compensation	35,172	26,335	70,153	51,917
Deferred income taxes	(23)	327	(4,353)	749
Provision for credit losses	1,014	1,048	2,532	1,994
(Gain) loss on disposals of property and equipment	(9)	(43)	267	(43)
Accretion of discounts and amortization of premiums, net	(1,019)	(1,356)	(1,817)	(1,982)
Impairment expense	—	415	—	415
Non-cash interest expense	969	969	969	969
Other adjustments	(57)	(84)	(275)	292
Changes in operating assets and liabilities:				
Accounts receivable, net	14,807	669	1,281	(3,324)
Prepaid expenses and other current assets	2,227	121	(412)	2,337
Other assets	(3,195)	(6,076)	(1,845)	(8,171)
Accounts payable	1,497	3,446	8,309	6,021
Accrued expenses	(2,651)	1,577	872	(1,806)
Operating lease liabilities	(7,114)	(2,332)	(12,923)	(7,888)
Other liabilities	(13,661)	7,725	(10,937)	16,908
Net cash provided by operating activities	**39,334**	**25,798**	**68,200**	**43,086**
Cash flows from investing activities:				
Purchases of marketable securities	(87,262)	(93,440)	(266,602)	(272,926)
Maturities of marketable securities	24,329	37,836	201,472	45,805
Purchases of property and equipment	(31,623)	(9,852)	(52,644)	(12,457)
Proceeds from sale of property and equipment	10	44	10	44
Capitalized internal-use software	(4,148)	(4,542)	(7,884)	(9,305)
Net cash used in investing activities	**(98,694)**	**(69,954)**	**(125,648)**	**(248,839)**
Cash flows from financing activities:				
Repayment of convertible senior notes	—	—	(38,593)	—
Payments of other debt issuance costs	—	—	(502)	—
Repayments of finance lease liabilities	—	(537)	—	(2,248)
Proceeds from exercise of vested stock options	92	279	1,135	687
Proceeds from employee stock purchase plan	2,397	1,240	4,676	3,371
Net cash provided by (used in) financing activities	**2,489**	**982**	**(33,284)**	**1,810**
Effects of exchange rate changes on cash and cash equivalents	(1)	177	(33)	255
Net decrease in cash and cash equivalents	(56,872)	(42,997)	(90,765)	(203,688)
Cash and cash equivalents at beginning of period	146,670	125,484	180,563	286,175
Cash and cash equivalents at end of period	**$ 89,798**	**$ 82,487**	**$ 89,798**	**$ 82,487**

Free Cash Flow
(unaudited, in thousands)

	Three months ended June 30,		Six months ended June 30,	
	2026	2025	2026	2025
Net cash provided by operating activities	$ 39,334	$ 25,798	$ 68,200	$ 43,086
Capital expenditures(1)	(35,761)	(14,887)	(60,518)	(23,966)
Free Cash Flow	**$ 3,573**	**$ 10,911**	**$ 7,682**	**$ 19,120**

(1) Capital expenditures are defined as cash used for purchases of property and equipment, net of proceeds from sale of property and equipment, capitalized internal-use software and payments on finance lease obligations, as reflected in our statement of cash flows.

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Source: Fastly, Inc.

fastly

Second Quarter 2026 Investor Supplement

Exhibit 99.2

Product Innovation and Developments

- Released a joint announcement with LALIGA on the collaboration of anti-piracy solutions that are designed to address illegal streaming of live sports and help rights holders prevent lost revenue.
- Released C++ SDK for Fastly Compute, enabling enterprises to secure, scale, and accelerate their C++ AI workloads, gaming features, and other low-latency applications.

Customer Highlights

- A leading UK health and beauty retailer expanded its use of Fastly's platform with a multi-year, multi-million dollar commitment, replacing a long-time incumbent security vendor as part of a broader platform modernization.
- Le Monde is using Fastly's Bot Management solution to set the terms for how their content gets accessed, transforming a scraping problem into controlled, licensed, revenue-generating relationships.
- A global education technology firm chose Fastly's Next-Gen WAF after suffering a significant data breach when its prior WAF failed to adequately mitigate attacks.
- A leading fintech company selected Fastly after a rigorous evaluation, leveraging its resiliency and security capabilities to overcome a history of service disruptions with alternative solutions.
- A major auto-shopping platform added Fastly's Bot Management and DDoS Protection to gain visibility and control over automated traffic, giving them the governance capabilities they need to run their business.

Corporate Highlights

- Announced new research showing how rapidly growing AI traffic is reshaping the internet, growing 6.5x faster than human traffic this year, and why organizations need new strategies to manage machine traffic.
- Announced a new partnership with Skyfire enabling trusted commerce at the edge so enterprises can now securely identify, verify, and transact with AI agents in real time and at global scale, without re-architecting existing infrastructure.

Key Financial & Metrics Highlights

- Total revenue of $183.3 million, representing 23% year-over-year growth highlighted by Security revenue growing 43% year-over-year and representing 23% of total revenue.
- Generated $39.3 million of operating cash flow compared to $25.8 million of operating cash flow in the second quarter of 2025. Generated $3.6 million of positive free cash flow compared to $10.9 million in the second quarter of 2025.
- Remaining Performance Obligations (RPO)[1] were $341 million, up 38% from $247 million in the second quarter of 2025.
- Last 12-month net retention rate (LTM NRR)[2] increased to 117% in the second quarter from 113% in the first quarter of 2026.

Third Quarter and Full Year 2026 Guidance

	Q3 2026	Full Year 2026
Total Revenue (millions)	$184.0 - $190.0	$732.0 - $746.0
Non-GAAP Operating Income (millions)(3)	$20.0 - $24.0	$88.0 - $96.0
Non-GAAP Net Income per share(3)(4)(5)	$0.11 - $0.13	$0.50 - $0.54

Calculations of Key and Other Selected Metrics – Quarterly (unaudited)

	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026
Revenue by Product ($ in millions):								
Network Services Revenue	$ 107.4	$ 110.1	$ 113.3	$ 114.9	$ 118.8	$ 130.8	$ 126.2	$ 133.9
Security Revenue	26.2	26.9	26.4	29.3	34.0	35.4	38.8	41.7
Other Revenue	3.6	3.6	4.8	4.5	5.4	6.4	8.0	7.7
Total Revenue	$ 137.2	$ 140.6	$ 144.5	$ 148.7	$ 158.2	$ 172.6	$ 173.0	$ 183.3
Key Metrics:								
Large Customer Count(6)	576	596	595	622	627	628	634	624
Large Customer Revenue %	92 %	93 %	93 %	94 %	94 %	94 %	94 %	94 %
Top Ten Customer Revenue %	33 %	32 %	33 %	31 %	32 %	34 %	34 %	37 %
LTM Net Retention Rate (NRR)(2)	105 %	102 %	100 %	104 %	106 %	110 %	113 %	117 %
Remaining Performance Obligations (RPO)(1)	$ 231.1	$ 227.6	$ 225.9	$ 247.1	$ 268.0	$ 353.8	$ 368.7	$ 340.9
Current RPO %(7)	78.0 %	79.0 %	69.0 %	76.0 %	77.0 %	70.0 %	75.0 %	79.0 %

Key Metrics

1. Remaining Performance Obligations include future committed revenue for periods within current contracts with customers, as well as deferred revenue arising from consideration invoiced for which the related performance obligations have not been satisfied. During the third quarter of 2025, we identified an error in RPO calculations from certain contracts with a termination-for-convenience clause. We recast the presentation of RPO for all prior periods presented to reflect the correction of this error.
2. We calculate LTM Net Retention Rate by dividing the total customer revenue for the prior twelve-month period ("prior 12-month period") ending at the beginning of the last twelve-month period ("LTM period") minus revenue contraction due to billing decreases or customer churn, plus revenue expansion due to billing increases during the LTM period from the same customers by the total prior 12-month period revenue. We believe the LTM Net Retention Rate is supplemental as it removes some of the volatility that is inherent in a usage-based business model.
3. For a reconciliation of non-GAAP financial measures to their corresponding GAAP measures, please refer to the reconciliation table at the end of this supplement. A reconciliation of non-GAAP guidance measures to corresponding GAAP measures is not available on a forward-looking basis without unreasonable effort due to the uncertainty of expenses that may be incurred in the future and cannot be reasonably determined or predicted at this time, although it is important to note that these factors could be material to Fastly's future GAAP financial results.
4. Assumes weighted average diluted shares outstanding of 181.4 million in Q3 2026 and 180.3 million for the full year 2026.
5. Non-GAAP net income per share is calculated as Non-GAAP net income divided by weighted average diluted shares for 2026.
6. Our large customers are defined as those with annualized current quarter revenue in excess of $100,000. This is calculated by taking the revenue for each customer within the quarter and multiplying it by four.
7. Current RPO % is calculated as RPO expected to be recognized over the next 12 months divided by total RPO.

Forward-Looking Statements

This investor supplement contains “forward-looking” statements that are based on our beliefs and assumptions and on information currently available to us. Forward-looking statements may involve known and unknown risks, uncertainties, and other factors that may cause our actual results, performance, or achievements to be materially different from those expressed or implied by the forward-looking statements. These statements include, but are not limited to, statements regarding our future financial and operating performance and shareholder returns, including our outlook and guidance and ability to maintain and strengthen our liquidity position; our ability to acquire new customers, expand cross-sell opportunities, and grow market share; our ability to enrich our revenue mix with platform enhancements; the performance of our existing and new platform enhancements; our ability to accelerate global growth; our partnerships and collaborations; the performance, capabilities, and expectations regarding customer experiences with Fastly Compute, including its C++ SDK, Bot Management and DDoS Protection, and Next-Gen WAF; and Fastly's strategies, platform, and business plans. Except as required by law, we assume no obligation to update these forward-looking statements publicly or to update the reasons actual results could differ materially from those anticipated in the forward-looking statements, even if new information becomes available in the future. Important factors that could cause our actual results to differ materially are detailed from time to time in the reports Fastly files with the Securities and Exchange Commission (“SEC”), including those more fully described in Fastly's Annual Report on Form 10-K for the year ended December 31, 2025. Additional information will also be set forth in Fastly’s Quarterly Report on Form 10-Q for the quarter ended June 30, 2026, and other filings and reports that Fastly may file from time to time with the SEC. Copies of reports filed with the SEC are posted on Fastly’s website and are available from Fastly without charge.

Non-GAAP Financial Measures

To supplement our condensed consolidated financial statements, which are prepared and presented in accordance with accounting principles generally accepted in the United States ("GAAP"), the Company uses the following non-GAAP measures of financial performance: non-GAAP gross profit, non-GAAP gross margin, non-GAAP operating income (loss), non-GAAP net income (loss), non-GAAP basic and diluted net income (loss) per common share, non-GAAP research and development, non-GAAP sales and marketing, non-GAAP general and administrative, free cash flow and adjusted EBITDA. The presentation of this additional financial information is not intended to be considered in isolation from, as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP. These non-GAAP measures have limitations in that they do not reflect all of the amounts associated with our results of operations as determined in accordance with GAAP. In addition, these non-GAAP financial measures may be different from the non-GAAP financial measures used by other companies. These non-GAAP measures should only be used to evaluate our results of operations in conjunction with the corresponding GAAP measures. Management compensates for these limitations by reconciling these non-GAAP financial measures to the most comparable GAAP financial measures within our earnings releases.

Non-GAAP gross profit, non-GAAP gross margin, non-GAAP operating income (loss), non-GAAP net income (loss) and non-GAAP basic and diluted net income (loss) per common share, non-GAAP research and development, non-GAAP sales and marketing, and non-GAAP general and administrative differ from GAAP in that they exclude stock-based compensation expense and related employer payroll taxes, amortization of capitalized stock-based compensation - cost of revenue, amortization of acquired intangible assets, executive transition costs, net gain on extinguishment of debt, impairment expense, restructuring charges, gain on modification of lease, and amortization of debt discount and issuance costs.

Adjusted EBITDA: excludes stock-based compensation expense and related employer payroll taxes, amortization of capitalized stock-based compensation - cost of revenue, gain on modification of lease, depreciation and other amortization expenses, amortization of acquired intangible assets, net gain on extinguishment of debt, impairment expense, executive transition costs, restructuring charges, interest income, interest expense, including amortization of debt discount and issuance costs, other expense (income), net, and income taxes.

Amortization of Acquired Intangible Assets: consists of non-cash charges that can be affected by the timing and magnitude of asset purchases and acquisitions. Management considers its operating results without this activity when evaluating its ongoing non-GAAP performance and its adjusted EBITDA performance because these charges are non-cash expenses that can be affected by the timing and magnitude of asset purchases and acquisitions and may not be reflective of our core business, ongoing operating results, or future outlook.

Amortization of Debt Discount and Issuance Costs: consists primarily of amortization expense related to our debt obligations. Management considers its operating results without this activity when evaluating its ongoing non-GAAP net income (loss) performance and its adjusted EBITDA performance because it is not believed by management to be reflective of our core business, ongoing operating results or future outlook. These are included in our total interest expense.

Capital Expenditures: consists of cash used for purchases of property and equipment, net of proceeds from sale of property and equipment, capitalized internal-use software and payments on finance lease obligations, as reflected in our statement of cash flows.

Depreciation and Other Amortization Expense: consists of non-cash charges that can be affected by the timing and magnitude of asset purchases. Management considers its operating results without this activity when evaluating its ongoing adjusted EBITDA performance because these charges are non-cash expenses that can be affected by the timing and magnitude of asset purchases and may not be reflective of our core business, ongoing operating results, or future outlook.

Executive Transition Costs: consists of one-time cash charges recognized with respect to changes in our executive's employment status. Management considers its operating results without this activity when evaluating its ongoing non-GAAP net income (loss) performance and its adjusted EBITDA performance because it is not believed by management to be reflective of our core business, ongoing operating results, or future outlook.

Free Cash Flow: calculated as net cash used in operating activities less purchases of property and equipment, net of proceeds from sale of property and equipment, principal payments of finance lease liabilities, and capitalized internal-use software costs. Management specifically identifies adjusting items in the reconciliation of GAAP to non-GAAP financial measures. Management considers non-GAAP free cash flow to be a profitability and liquidity measure that provides useful information to management and investors about the amount of cash generated by the business that can possibly be used for investing in Fastly's business and strengthening its balance sheet, but it is not intended to represent the residual cash flow available for discretionary expenditures. The presentation of non-GAAP free cash flow is also not meant to be considered in isolation or as an alternative to cash flows from operating activities as a measure of liquidity.

Gain on Modification of Lease: consists of a one-time non-cash charge recognized with respect to the modification of our leases. Management considers its operating results without this activity when evaluating its ongoing non-GAAP net income (loss) performance and its adjusted EBITDA performance because it is not believed by management to be reflective of our core business, ongoing operating results, or future outlook.

Impairment Expense: consists of charges related to our long-lived assets. Management considers its operating results without this activity when evaluating its ongoing non-GAAP net income (loss) performance and its adjusted EBITDA performance because it is not believed by management to be reflective of our core business, ongoing operating results or future outlook.

Income Taxes: consists primarily of expenses recognized related to state and foreign income taxes. Management considers its operating results without this activity when evaluating its ongoing adjusted EBITDA performance because it is not believed by management to be reflective of our core business, ongoing operating results or future outlook.

Interest Expense: consists primarily of interest expense related to our debt instruments, including amortization of debt discount and issuance costs. Management considers its operating results without this activity when evaluating its ongoing non-GAAP net income (loss) performance and its adjusted EBITDA performance because it is not believed by management to be reflective of our core business, ongoing operating results or future outlook.

Interest Income: consists primarily of interest income related to our marketable securities. Management considers its operating results without this activity when evaluating its ongoing non-GAAP net income (loss) performance and adjusted EBITDA performance because it is not believed by management to be reflective of our core business, ongoing operating results or future outlook.

Net Gain on Debt Extinguishment: relates to net gain on the partial repurchase of our outstanding convertible debt. Management considers its operating results without this activity when evaluating its ongoing non-GAAP net income (loss) performance and its adjusted EBITDA performance because it is not believed by management to be reflective of our core business, ongoing operating results or future outlook.

Other (Expense) Income, Net: consists primarily of foreign currency transaction gains and losses. Management considers its operating results without this activity when evaluating its ongoing adjusted EBITDA performance because it is not believed by management to be reflective of our core business, ongoing operating results or future outlook.

Restructuring Charges: consists primarily of employee-related severance and termination benefits related to management's restructuring plan that resulted in a reduction in our workforce. Management considers its operating results without this activity when evaluating its ongoing non-GAAP net income (loss) performance and its adjusted EBITDA performance because it is not believed by management to be reflective of our core business, ongoing operating results or future outlook.

Stock-Based Compensation Expense and Related Employer Payroll Taxes: consists of expenses for stock options, restricted stock units, performance awards and other shares issued under our equity incentive plans or our Employee Stock Purchase Plan ("ESPP"), as applicable, and the related employer payroll taxes. Although stock-based compensation and its related employer payroll taxes are expenses for the Company, management considers its operating results without this activity when evaluating its ongoing non-GAAP net income (loss) performance and its adjusted EBITDA performance, primarily because they are expenses not believed by management to be reflective of our core business, ongoing operating results, or future outlook. In addition, the value of some stock-based instruments is determined using formulas that incorporate variables, such as market volatility, that are beyond our control.

Amortization of Capitalized Stock-Based Compensation - Cost of Revenue: in order to reflect the performance of our core business, ongoing operating results, or future outlook, and to be consistent with the way many investors evaluate our performance and compare our operating results to peer companies, similar to stock-based compensation, management considers it appropriate to exclude amortization of capitalized stock-based compensation from our non-GAAP financial measures.

Management believes these non-GAAP financial measures and adjusted EBITDA serve as useful metrics for our management and investors because they enable a better understanding of the long-term performance of our core business and facilitate comparisons of our operating results over multiple periods and to those of peer companies, and when taken together with the corresponding GAAP financial measures and our reconciliations, enhance investors' overall understanding of our current financial performance.

In the financial tables below, the Company provides a reconciliation of the most comparable GAAP financial measure to the historical non-GAAP financial measures used in this investor supplement.

Consolidated Statements of Operations – Quarterly
(unaudited, in thousands, except per share data)

	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026
Revenue	$ 137,206	$ 140,579	$ 144,474	$ 148,709	$ 158,223	$ 172,612	$ 173,021	$ 183,317
Cost of revenue(1)	62,466	65,516	67,676	67,593	65,894	66,652	64,840	67,366
Gross profit	**74,740**	**75,063**	**76,798**	**81,116**	**92,329**	**105,960**	**108,181**	**115,951**
Operating expenses:								
Research and development(1)	31,884	32,742	37,429	42,221	41,421	41,591	41,972	42,071
Sales and marketing(1)	45,994	50,050	49,313	51,100	49,998	51,023	55,114	56,735
General and administrative(1)	27,173	26,154	28,235	24,323	29,698	28,436	34,990	31,578
Impairment expense	559	448	—	415	—	—	—	—
Restructuring charges	9,720	—	—	—	—	—	—	—
Total operating expenses	**115,330**	**109,394**	**114,977**	**118,059**	**121,117**	**121,050**	**132,076**	**130,384**
Loss from operations	**(40,590)**	**(34,331)**	**(38,179)**	**(36,943)**	**(28,788)**	**(15,090)**	**(23,895)**	**(14,433)**
Net gain on extinguishment of debt	—	1,365	—	—	—	941	—	—
Interest income	3,819	3,267	2,975	3,084	3,080	3,151	2,927	2,842
Interest expense	(473)	(1,231)	(3,173)	(3,164)	(3,161)	(3,201)	(3,306)	(3,348)
Other (expense) income, net	(317)	(815)	(80)	39	(55)	(625)	(380)	(400)
Loss before income taxes	**(37,561)**	**(31,745)**	**(38,457)**	**(36,984)**	**(28,924)**	**(14,824)**	**(24,654)**	**(15,339)**
Income tax expense (benefit)	455	1,141	691	557	559	681	(4,130)	252
Net loss	**$ (38,016)**	**$ (32,886)**	**$ (39,148)**	**$ (37,541)**	**$ (29,483)**	**$ (15,505)**	**$ (20,524)**	**$ (15,591)**
Net loss per share attributable to common stockholders, basic and diluted	**$ (0.27)**	**$ (0.23)**	**$ (0.27)**	**$ (0.26)**	**$ (0.20)**	**$ (0.10)**	**$ (0.13)**	**$ (0.10)**
Weighted-average shares used in computing net loss per share attributable to common stockholders, basic and diluted	**139,237**	**141,085**	**143,284**	**145,780**	**148,129**	**150,324**	**153,579**	**157,596**

(1) Includes stock-based compensation expense as follows:

	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026
Cost of revenue	$ 1,911	$ 1,910	$ 1,939	$ 2,573	$ 2,861	$ 2,764	$ 2,536	$ 2,757
Research and development	7,378	7,922	8,893	11,755	11,915	11,890	10,030	11,902
Sales and marketing	7,113	7,047	6,693	8,176	8,754	9,348	9,353	10,344
General and administrative	8,614	8,066	8,057	3,831	9,599	8,275	13,062	10,169
Total	**$ 25,016**	**$ 24,945**	**$ 25,582**	**$ 26,335**	**$ 33,129**	**$ 32,277**	**$ 34,981**	**$ 35,172**

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Reconciliation of GAAP to Non-GAAP Financial Measures – Quarterly
(unaudited, in thousands, except per share data)

	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026
Gross profit								
GAAP gross profit	$ 74,740	$ 75,063	$ 76,798	$ 81,116	$ 92,329	$ 105,960	$ 108,181	$ 115,951
Stock-based compensation expense and related employer payroll taxes(1)	1,911	1,910	1,939	2,573	2,861	2,764	2,748	3,026
Amortization of capitalized stock-based compensation - cost of revenue	1,338	1,371	1,641	1,581	1,664	1,662	1,688	1,694
Amortization of acquired intangible assets	2,475	2,475	2,475	2,475	2,475	—	—	—
Non-GAAP gross profit	**$ 80,464**	**$ 80,819**	**$ 82,853**	**$ 87,745**	**$ 99,329**	**$ 110,386**	**$ 112,617**	**$ 120,671**
GAAP gross margin	**54.5%**	**53.4%**	**53.2%**	**54.5%**	**58.4%**	**61.4%**	**62.5%**	**63.3%**
Non-GAAP gross margin	**58.6%**	**57.5%**	**57.3%**	**59.0%**	**62.8%**	**64.0%**	**65.1%**	**65.8%**
Research and development								
GAAP research and development	$ 31,884	$ 32,742	$ 37,429	$ 42,221	$ 41,421	$ 41,591	$ 41,972	$ 42,071
Stock-based compensation expense and related employer payroll taxes(1)	(7,378)	(7,922)	(8,893)	(11,755)	(11,915)	(11,890)	(11,388)	(12,967)
Executive transition costs	—	—	—	—	(326)	(221)	—	—
Non-GAAP research and development	**$ 24,506**	**$ 24,820**	**$ 28,536**	**$ 30,466**	**$ 29,180**	**$ 29,480**	**$ 30,584**	**$ 29,104**
Sales and marketing								
GAAP sales and marketing	$ 45,994	$ 50,050	$ 49,313	$ 51,100	$ 49,998	$ 51,023	$ 55,114	$ 56,735
Stock-based compensation expense and related employer payroll taxes(1)	(7,113)	(7,047)	(6,693)	(8,176)	(8,754)	(9,348)	(10,140)	(10,869)
Amortization of acquired intangible assets	(2,300)	(2,299)	(2,301)	(2,279)	(2,159)	(2,159)	(2,159)	(2,160)
Executive transition costs	—	—	—	—	—	—	(262)	—
Non-GAAP sales and marketing	**$ 36,581**	**$ 40,704**	**$ 40,319**	**$ 40,645**	**$ 39,085**	**$ 39,516**	**$ 42,553**	**$ 43,706**
General and administrative								
GAAP general and administrative	$ 27,173	$ 26,154	$ 28,235	$ 24,323	$ 29,698	$ 28,436	$ 34,990	$ 31,578
Stock-based compensation expense and related employer payroll taxes(1)	(8,614)	(8,066)	(8,057)	(3,831)	(9,599)	(8,275)	(13,592)	(10,710)
Executive transition costs	—	—	(335)	—	(643)	—	(1,061)	—
Gain on modification of lease	—	—	—	736	—	—	—	—
Non-GAAP general and administrative	**$ 18,559**	**$ 18,088**	**$ 19,843**	**$ 21,228**	**$ 19,456**	**$ 20,161**	**$ 20,337**	**$ 20,868**
Operating income (loss)								
GAAP operating loss	$ (40,590)	$ (34,331)	$ (38,179)	$ (36,943)	$ (28,788)	$ (15,090)	$ (23,895)	$ (14,433)
Stock-based compensation expense and related employer payroll taxes(1)	25,016	24,945	25,582	26,335	33,129	32,277	37,868	37,572
Amortization of capitalized stock-based compensation - cost of revenue	1,338	1,371	1,641	1,581	1,664	1,662	1,688	1,694
Restructuring charges	9,720	—	—	—	—	—	—	—
Executive transition costs	—	—	335	—	969	221	1,323	—
Gain on modification of lease	—	—	—	(736)	—	—	—	—
Amortization of acquired intangible assets	4,775	4,774	4,776	4,754	4,634	2,159	2,159	2,160
Impairment expense	559	448	—	415	—	—	—	—
Non-GAAP operating income (loss)	**$ 818**	**$ (2,793)**	**$ (5,845)**	**$ (4,594)**	**$ 11,608**	**$ 21,229**	**$ 19,143**	**$ 26,993**
Net income (loss)								
GAAP net loss	$ (38,016)	$ (32,886)	$ (39,148)	$ (37,541)	$ (29,483)	$ (15,505)	$ (20,524)	$ (15,591)
Stock-based compensation expense and related employer payroll taxes(1)	25,016	24,945	25,582	26,335	33,129	32,277	37,868	37,572
Amortization of capitalized stock-based compensation - cost of revenue	1,338	1,371	1,641	1,581	1,664	1,662	1,688	1,694
Restructuring charges	9,720	—	—	—	—	—	—	—
Executive transition costs	—	—	335	—	969	221	1,323	—
Gain on modification of lease	—	—	—	(736)	—	—	—	—
Amortization of acquired intangible assets	4,775	4,774	4,776	4,754	4,634	2,159	2,159	2,160
Net gain on extinguishment of debt	—	(1,365)	—	—	—	(941)	—	—
Impairment expense	559	448	—	415	—	—	—	—
Amortization of debt issuance costs	358	318	217	217	216	257	401	366
Non-GAAP net income (loss)	**$ 3,750**	**$ (2,395)**	**$ (6,597)**	**$ (4,975)**	**$ 11,129**	**$ 20,130**	**$ 22,915**	**$ 26,201**
GAAP net loss per common share — basic and diluted	**$ (0.27)**	**$ (0.23)**	**$ (0.27)**	**$ (0.26)**	**$ (0.20)**	**$ (0.10)**	**$ (0.13)**	**$ (0.10)**
Non-GAAP net income (loss) per common share — basic	**$ 0.03**	**$ (0.02)**	**$ (0.05)**	**$ (0.03)**	**$ 0.08**	**$ 0.13**	**$ 0.15**	**$ 0.17**
Non-GAAP net income (loss) per common share — diluted	**$ 0.03**	**$ (0.02)**	**$ (0.05)**	**$ (0.03)**	**$ 0.07**	**$ 0.12**	**$ 0.13**	**$ 0.15**
Weighted average basic common shares	**139,237**	**141,085**	**143,284**	**145,780**	**148,129**	**150,324**	**153,579**	**157,596**
Weighted average diluted common shares	**143,415**	**141,085**	**143,284**	**145,780**	**161,229**	**164,074**	**176,494**	**180,304**

(1) Similar to stock-based compensation, we believe it is also appropriate to exclude employer payroll taxes related to stock-based compensation from our non-GAAP financial measures in order to reflect the performance of our core business and to be consistent with the way many investors evaluate our performance and compare our operating results to peer companies. In order to continue to improve the usefulness of our non-GAAP financial measures to the investors, starting with the quarter ended March 31, 2026, we are excluding stock-based compensation related employer payroll taxes from our non-GAAP financial measures. We did not recast the presentation for all prior periods presented due to the immaterial amount of such payroll taxes. Refer to Non-GAAP Financial Measures definition for further details.

Reconciliation of GAAP to Non-GAAP Financial Measures – Quarterly (Continued)
(unaudited, in thousands, except per share data)

	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026
Reconciliation of GAAP to Non-GAAP diluted shares:								
GAAP diluted shares	139,237	141,085	143,284	145,780	148,129	150,324	153,579	157,596
Other dilutive equity awards	4,178	—	—	—	13,100	13,750	22,915	22,708
Non-GAAP diluted shares	**143,415**	**141,085**	**143,284**	**145,780**	**161,229**	**164,074**	**176,494**	**180,304**
Non-GAAP diluted net income (loss) per share	**$ 0.03**	**$ (0.02)**	**$ (0.05)**	**$ (0.03)**	**$ 0.07**	**$ 0.12**	**$ 0.13**	**$ 0.15**

	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026
Adjusted EBITDA								
GAAP net loss	$ (38,016)	$ (32,886)	$ (39,148)	$ (37,541)	$ (29,483)	$ (15,505)	$ (20,524)	$ (15,591)
Stock-based compensation expense and related employer payroll taxes(1)	25,016	24,945	25,582	26,335	33,129	32,277	37,868	37,572
Amortization of capitalized stock-based compensation - cost of revenue	1,338	1,371	1,641	1,581	1,664	1,662	1,688	1,694
Gain on modification of lease	—	—	—	(736)	—	—	—	—
Depreciation and other amortization	13,781	13,911	13,650	13,505	14,101	13,725	10,320	11,129
Amortization of acquired intangible assets	4,775	4,774	4,776	4,754	4,634	2,159	2,159	2,160
Amortization of debt discount and issuance costs	358	318	217	217	216	257	401	366
Net gain on extinguishment of debt	—	(1,365)	—	—	—	(941)	—	—
Impairment expense	559	448	—	415	—	—	—	—
Executive transition costs	—	—	335	—	969	221	1,323	—
Restructuring charges	9,720	—	—	—	—	—	—	—
Interest income	(3,819)	(3,267)	(2,975)	(3,084)	(3,080)	(3,151)	(2,927)	(2,842)
Interest expense	115	913	2,956	2,947	2,945	2,944	2,905	2,982
Other expense (income), net	317	815	80	(39)	55	625	380	400
Income tax expense (benefit)	455	1,141	691	557	559	681	(4,130)	252
Adjusted EBITDA	**$ 14,599**	**$ 11,118**	**$ 7,805**	**$ 8,911**	**$ 25,709**	**$ 34,954**	**$ 29,463**	**$ 38,122**

(1) Similar to stock-based compensation, we believe it is also appropriate to exclude employer payroll taxes related to stock-based compensation from our non-GAAP financial measures in order to reflect the performance of our core business and to be consistent with the way many investors evaluate our performance and compare our operating results to peer companies. In order to continue to improve the usefulness of our non-GAAP financial measures to the investors, starting with the quarter ended March 31, 2026, we are excluding stock-based compensation related employer payroll taxes from our non-GAAP financial measures. We did not recast the presentation for all prior periods presented due to the immaterial amount of such payroll taxes. Refer to Non-GAAP Financial Measures definition for further details.

Non-GAAP Consolidated Statements of Operations – Quarterly
(unaudited, in thousands, except per share data)

	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026
Revenue	$ 137,206	$ 140,579	$ 144,474	$ 148,709	$ 158,223	$ 172,612	$ 173,021	$ 183,317
Cost of revenue[1][2][3]	56,742	59,760	61,621	60,964	58,894	62,226	60,404	62,646
Gross profit[1][2]	**80,464**	**80,819**	**82,853**	**87,745**	**99,329**	**110,386**	**112,617**	**120,671**
Operating expenses:								
Research and development[1][4]	24,506	24,820	28,536	30,466	29,180	29,480	30,584	29,104
Sales and marketing[1][3][4]	36,581	40,704	40,319	40,645	39,085	39,516	42,553	43,706
General and administrative[1][4][5]	18,559	18,088	19,843	21,228	19,456	20,161	20,337	20,868
Total operating expenses[1][2][3][4][5][6][7]	**79,646**	**83,612**	**88,698**	**92,339**	**87,721**	**89,157**	**93,474**	**93,678**
Income (loss) from operations[1][2][3][4][5][6][7]	**818**	**(2,793)**	**(5,845)**	**(4,594)**	**11,608**	**21,229**	**19,143**	**26,993**
Interest income	3,819	3,267	2,975	3,084	3,080	3,151	2,927	2,842
Interest expense[8]	(115)	(913)	(2,956)	(2,947)	(2,945)	(2,944)	(2,905)	(2,982)
Other (expense) income, net	(317)	(815)	(80)	39	(55)	(625)	(380)	(400)
Income (loss) before income taxes[1][2][3][4][5][6][7][8][9]	**4,205**	**(1,254)**	**(5,906)**	**(4,418)**	**11,688**	**20,811**	**18,785**	**26,453**
Income tax expense (benefit)	455	1,141	691	557	559	681	(4,130)	252
Net income (loss)[1][2][3][4][5][6][7][8][9]	**$ 3,750**	**$ (2,395)**	**$ (6,597)**	**$ (4,975)**	**$ 11,129**	**$ 20,130**	**$ 22,915**	**$ 26,201**
Net income (loss) per share attributable to common stockholders, basic	**$ 0.03**	**$ (0.02)**	**$ (0.05)**	**$ (0.03)**	**$ 0.08**	**$ 0.13**	**$ 0.15**	**$ 0.17**
Net income (loss) per share attributable to common stockholders, diluted	**$ 0.03**	**$ (0.02)**	**$ (0.05)**	**$ (0.03)**	**$ 0.07**	**$ 0.12**	**$ 0.13**	**$ 0.15**
Weighted-average shares used in computing net income (loss) per share attributable to common stockholders, basic	**139,237**	**141,085**	**143,284**	**145,780**	**148,129**	**150,324**	**153,579**	**157,596**
Weighted-average shares used in computing net income (loss) per share attributable to common stockholders, diluted	**143,415**	**141,085**	**143,284**	**145,780**	**161,229**	**164,074**	**176,494**	**180,304**

(1) Excludes stock-based compensation expense and related employer payroll taxes. See GAAP to Non-GAAP reconciliations.
(2) Excludes amortization of capitalized stock-based compensation - cost of revenue. See GAAP to Non-GAAP reconciliations.
(3) Excludes amortization of acquired intangible assets. See GAAP to Non-GAAP reconciliations.
(4) Excludes executive transition costs. See GAAP to Non-GAAP reconciliations.
(5) Excludes gain on modification of lease. See GAAP to Non-GAAP reconciliations.
(6) Excludes impairment expense. See GAAP to Non-GAAP reconciliations.
(7) Excludes restructuring charges. See GAAP to Non-GAAP reconciliations.
(8) Excludes amortization of debt discount and issuance costs. See GAAP to Non-GAAP reconciliations.
(9) Excludes net gain on extinguishment of debt. See GAAP to Non-GAAP reconciliations.

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Consolidated Balance Sheets – Quarterly
(unaudited, in thousands)

	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026
Assets								
Current assets:								
Cash and cash equivalents	$ 217,514	$ 286,175	$ 125,484	$ 82,487	$ 113,131	$ 180,563	$ 146,670	$ 89,798
Marketable securities	90,733	9,707	181,808	238,721	229,780	181,196	183,819	247,700
Accounts receivable, net of allowance for credit losses	116,800	115,988	119,035	117,318	109,184	118,029	130,037	114,216
Prepaid expenses and other current assets	28,011	28,325	26,243	26,137	27,689	26,921	29,560	27,333
Total current assets	**453,058**	**440,195**	**452,570**	**464,663**	**479,784**	**506,709**	**490,086**	**479,047**
Property and equipment, net	180,288	179,097	177,876	181,770	182,896	186,785	215,911	220,354
Operating lease right-of-use assets, net	47,700	50,433	48,802	54,001	53,050	52,067	57,697	58,213
Goodwill	670,356	670,356	670,356	670,356	670,356	670,356	670,356	670,356
Intangible assets, net	47,776	42,876	37,976	32,814	28,055	25,771	23,494	21,232
Other assets	72,576	68,402	61,665	59,573	56,461	57,789	55,984	54,441
Total assets	**$ 1,471,754**	**$ 1,451,359**	**$ 1,449,245**	**$ 1,463,177**	**$ 1,470,602**	**$ 1,499,477**	**$ 1,513,528**	**$ 1,503,643**
Liabilities and Stockholders' Equity								
Current liabilities:								
Accounts payable	$ 11,354	$ 6,044	$ 9,802	$ 13,344	$ 10,829	$ 17,612	$ 39,006	$ 20,124
Accrued expenses	40,854	41,622	37,165	45,282	60,421	70,669	45,523	52,937
Long-term debt, current	—	—	187,871	188,051	188,232	38,557	—	—
Finance lease liabilities, current	4,882	2,328	617	80	—	—	—	—
Operating lease liabilities, current	23,857	25,155	26,988	23,673	23,676	24,427	28,107	30,100
Deferred revenue	—	—	—	—	—	35,234	39,560	34,266
Other current liabilities	33,261	29,307	38,442	42,373	45,757	7,499	11,244	5,096
Total current liabilities	**114,208**	**104,456**	**300,885**	**312,803**	**328,915**	**193,998**	**163,440**	**142,523**
Long-term debt, net	344,498	337,614	149,874	149,883	149,893	323,282	323,620	323,958
Operating lease liabilities, non-current	40,565	39,561	36,615	48,577	47,106	43,921	46,019	44,234
Other long-term liabilities	3,029	4,478	4,848	9,267	7,723	8,698	3,303	2,111
Total liabilities	**502,300**	**486,109**	**492,222**	**520,530**	**533,637**	**569,899**	**536,382**	**512,826**
Stockholders' equity:								
Common stock	3	3	3	3	3	3	3	3
Additional paid-in capital	1,929,397	1,958,157	1,989,108	2,012,312	2,035,956	2,044,103	2,112,577	2,141,909
Accumulated other comprehensive loss	(22)	(100)	(130)	(169)	(12)	(41)	(423)	(493)
Accumulated deficit	(959,924)	(992,810)	(1,031,958)	(1,069,499)	(1,098,982)	(1,114,487)	(1,135,011)	(1,150,602)
Total stockholders' equity	**969,454**	**965,250**	**957,023**	**942,647**	**936,965**	**929,578**	**977,146**	**990,817**
Total liabilities and stockholders' equity	**$ 1,471,754**	**$ 1,451,359**	**$ 1,449,245**	**$ 1,463,177**	**$ 1,470,602**	**$ 1,499,477**	**$ 1,513,528**	**$ 1,503,643**

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Consolidated Statements of Cash Flows – Quarterly
(unaudited, in thousands)

	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026
Cash flows from operating activities:								
Net loss	$ (38,016)	$ (32,886)	$ (39,148)	$ (37,541)	$ (29,483)	$ (15,505)	$ (20,524)	$ (15,591)
Adjustments to reconcile net loss to net cash provided by operating activities:								
Depreciation expense	13,656	13,786	15,167	14,962	15,639	15,263	11,892	12,720
Amortization of intangible assets	4,900	4,900	4,900	4,878	4,759	2,284	2,277	2,262
Non-cash lease expense	5,463	5,655	5,655	5,694	5,476	5,620	6,198	6,887
Amortization of debt discount and issuance costs	358	316	217	217	216	256	401	366
Amortization of deferred contract costs	4,773	4,746	4,850	4,847	4,869	4,803	4,758	4,733
Stock-based compensation	25,016	24,945	25,582	26,335	33,129	32,277	34,981	35,172
Deferred income taxes	339	893	422	327	289	395	(4,330)	(23)
Provision for credit losses	1,054	1,434	946	1,048	1,236	951	1,518	1,014
Loss (gain) on disposals of property and equipment	—	96	—	(43)	—	229	276	(9)
Accretion of discounts and amortization of premiums, net	(1,064)	(507)	(626)	(1,356)	(1,305)	(1,416)	(798)	(1,019)
Impairment of operating lease right-of-use assets	371	—	—	—	—	—	—	—
Impairment expense	559	448	—	415	—	—	—	—
Net gain on extinguishment of debt	—	(1,365)	—	—	—	(941)	—	—
Non-cash interest expense	—	840	2,906	969	2,906	969	2,906	969
Other adjustments	520	(897)	376	(84)	(189)	446	(218)	(57)
Changes in operating assets and liabilities:								
Accounts receivable, net	(3,976)	(622)	(3,993)	669	6,898	(9,796)	(13,526)	14,807
Prepaid expenses and other current assets	(2,589)	(207)	2,216	121	(1,526)	768	(2,639)	2,227
Other assets	(2,705)	(4,140)	(2,095)	(6,076)	(4,820)	(6,554)	1,350	(3,195)
Accounts payable	4,754	(3,903)	2,575	3,446	(2,741)	1,209	6,812	1,497
Accrued expenses	2,707	1,220	(3,383)	1,577	1,339	20	3,523	(2,651)
Operating lease liabilities	(7,329)	(7,200)	(5,556)	(2,332)	(5,774)	(7,045)	(5,809)	(7,114)
Other liabilities	(3,789)	(2,332)	6,277	7,725	(1,994)	(1,799)	(182)	(13,661)
Net cash provided by operating activities	**5,002**	**5,220**	**17,288**	**25,798**	**28,924**	**22,434**	**28,866**	**39,334**
Cash flows from investing activities:								
Purchases of marketable securities	(37,902)	—	(179,486)	(93,440)	(79,136)	(37,775)	(179,340)	(87,262)
Sales of marketable securities	—	—	—	—	18,128	7,808	—	—
Maturities of marketable securities	113,032	81,480	7,969	37,836	71,417	79,954	177,143	24,329
Purchases of property and equipment	(1,996)	(4,969)	(2,605)	(9,852)	(6,046)	(10,191)	(21,021)	(31,623)
Proceeds from sale of property and equipment	—	—	—	44	—	—	—	10
Capitalized internal-use software	(6,818)	(5,602)	(4,763)	(4,542)	(4,707)	(3,645)	(3,736)	(4,148)
Net cash provided by (used in) investing activities	**66,316**	**70,909**	**(178,885)**	**(69,954)**	**(344)**	**36,151**	**(26,954)**	**(98,694)**
Cash flows from financing activities:								
Repayment of convertible senior notes	—	—	—	—	—	—	(38,593)	—
Proceeds from issuance of convertible notes	—	—	—	—	—	180,000	—	—
Payments of other debt issuance costs	—	(5,729)	—	—	—	(5,924)	(502)	—
Cash paid for debt extinguishment	—	—	—	—	—	(148,875)	—	—
Payments for purchase of capped calls	—	—	—	—	—	(18,162)	—	—
Repayments of finance lease liabilities	(3,296)	(2,554)	(1,711)	(537)	(80)	—	—	—
Proceeds from exercise of vested stock options	19	805	408	279	71	286	1,043	92
Proceeds from employee stock purchase plan	2,168	161	2,131	1,240	2,106	1,529	2,279	2,397
Net cash (used in) provided by financing activities	**(1,109)**	**(7,317)**	**828**	**982**	**2,097**	**8,854**	**(35,773)**	**2,489**
Effects of exchange rate changes on cash and cash equivalents	109	(151)	78	177	(33)	(7)	(32)	(1)
Net increase (decrease) in cash and cash equivalents	70,318	68,661	(160,691)	(42,997)	30,644	67,432	(33,893)	(56,872)
Cash and cash equivalents at beginning of period	147,196	217,514	286,175	125,484	82,487	113,131	180,563	146,670
Cash and cash equivalents at end of period	**$ 217,514**	**$ 286,175**	**$ 125,484**	**$ 82,487**	**$ 113,131**	**$ 180,563**	**$ 146,670**	**$ 89,798**

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Free Cash Flow
(unaudited, in thousands)

	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026
Net cash provided by operating activities	$ 5,002	$ 5,220	$ 17,288	$ 25,798	$ 28,924	$ 22,434	$ 28,866	$ 39,334
Capital expenditures[(1)]:								
Purchases of property and equipment	(1,996)	(4,969)	(2,605)	(9,852)	(6,046)	(10,191)	(21,021)	(31,623)
Proceeds from sale of property and equipment	—	—	—	44	—	—	—	10
Capitalized internal-use software	(6,818)	(5,602)	(4,763)	(4,542)	(4,707)	(3,645)	(3,736)	(4,148)
Repayments of finance lease liabilities	(3,296)	(2,554)	(1,711)	(537)	(80)	—	—	—
Free Cash Flow	**$ (7,108)**	**$ (7,905)**	**$ 8,209**	**$ 10,911**	**$ 18,091**	**$ 8,598**	**$ 4,109**	**$ 3,573**

(1) Capital expenditures are defined as cash used for purchases of property and equipment, net of proceeds from sale of property and equipment, capitalized internal-use software and payments on finance lease obligations, as reflected in our statement of cash flows.