Q3 2026 Earnings Results



October 29, 2026

GoDaddy

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Forward-looking statements and non-GAAP financial measures

This presentation contains forward-looking statements which are subject to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. These statements are based on estimates and information available to us at the time of this presentation and are not guarantees of future performance. Statements in this presentation involve risks, uncertainties, assumptions and other important factors. If the risks or uncertainties materialize or the assumptions prove incorrect, our results may differ materially from those expressed or implied by such forward-looking statements. All statements other than statements of historical fact could be deemed forward-looking statements, including, but not limited to any statements regarding: our business outlook; launches of new or expansion of existing products or services, including our AI-powered solutions, tools and services, such as Airo® ; changes in product mix; the transition of customers from legacy products to Airo and its anticipated impact on our financial results and operations; our development of and involvement in infrastructure initiatives, including Agent Name Service (ANS) and Agent Resource Discovery (ARD); any projections of product or service availability, technology developments and innovation; customer growth; other future events; historical results that may suggest future trends for our business; our plans, strategies or objectives with respect to future operations, partnerships and partner integrations and marketing strategy; future financial results; our capital allocation priorities and anticipated share repurchases; our expected operating leverage, AI-driven productivity and efficiencies and the timing and allocation of investments; our forecasted levels of future taxable income and ability to realize our deferred tax assets; and assumptions underlying and timing of any of the foregoing.

Actual results could differ materially from our current expectations as a result of many factors, including, but not limited to: the unpredictable nature of our rapidly evolving market; fluctuations in our financial and operating results; our rate of growth; interruptions or delays in our service or our web hosting; our dependence on payment card networks and acquiring processors; cyberattacks or breaches of our security measures; our ability to innovate and continue to release, and gain customer acceptance of, our existing and future solutions and offerings; our ability to deploy new and evolving technologies, such as generative and agentic AI, machine learning, data analytics and similar tools, and risks related to such technologies, to power our solutions and offerings, and within our operations; our ability to successfully transition customers from legacy products to Airo and monetize adoption, including the effects of migration, pricing changes and changes in product mix; our ability to develop, launch, scale and establish partnerships related to ANS and ARD; our ability to manage our growth; our ability to establish and maintain our partnerships; our ability to hire, retain and motivate employees; the effects of competition; changes in customer acquisition channels and purchasing behavior, including changes to search engines, AI coding tools, LLMs and agent interfaces, and our ability to maintain visibility and attract customers through those channels; our pricing, promotional and bundling initiatives, including changes in contract terms, and their effects on total bookings, customer metrics and results of operations; technological, regulatory and legal developments; litigation, legal proceedings, orders and government inquiries; privacy, legislative and regulatory concerns or developments; macroeconomic conditions and developments in the economy, financial markets and credit markets; continued escalation of geopolitical tensions; the level of interest rates and inflationary pressures; and execution of share repurchases.

Additional risks and uncertainties that could affect GoDaddy's business and financial results are included in the filings we make with the SEC from time to time, including those described in "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in our most recently filed periodic reports on Form 10-K and Form 10-Q, which are available on our website at https://investors.godaddy.net and on the SEC's website at www.sec.gov. Additional information will also be set forth in other filings that GoDaddy makes with the SEC from time to time. All forward-looking statements in this presentation are based on information available to GoDaddy as of the date hereof. Except to the extent required by law, GoDaddy does not assume any obligation to update the forward-looking statements provided to reflect events that occur or circumstances that exist after the date on which they were made.

In addition to our financial results prepared in accordance with generally accepted accounting principles in the United States (“GAAP”), this presentation includes certain non-GAAP financial measures and other operating and business metrics. We believe that these non-GAAP financial measures and other operating and business metrics are useful as a supplement in evaluating our ongoing operational performance and enhancing an overall understanding of our past financial performance. The non-GAAP financial measures included in this presentation should not be considered in isolation from, or as a substitute for, financial information prepared in accordance with GAAP. In addition, similarly titled measures may be calculated differently by other companies and may not be comparable. A reconciliation between each non-GAAP financial measure and its nearest GAAP equivalent is included at the end of this presentation. We use both GAAP and non-GAAP measures to evaluate and manage our operations. GoDaddy does not provide reconciliations from non-GAAP guidance to GAAP equivalents, because projections of changes in individual balance sheet amounts are not possible without unreasonable effort, and presentation of such reconciliations would imply an inappropriate degree of precision.

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Our purpose

To make opportunity more inclusive for all

Our strategy

To serve our customers' needs by becoming the agentic operating system for micro and small businesses

Our right to win

Grounded in our trusted brand, more than 20 million customers, strong distribution, broad product portfolio, deep technology expertise and differentiated Care organization

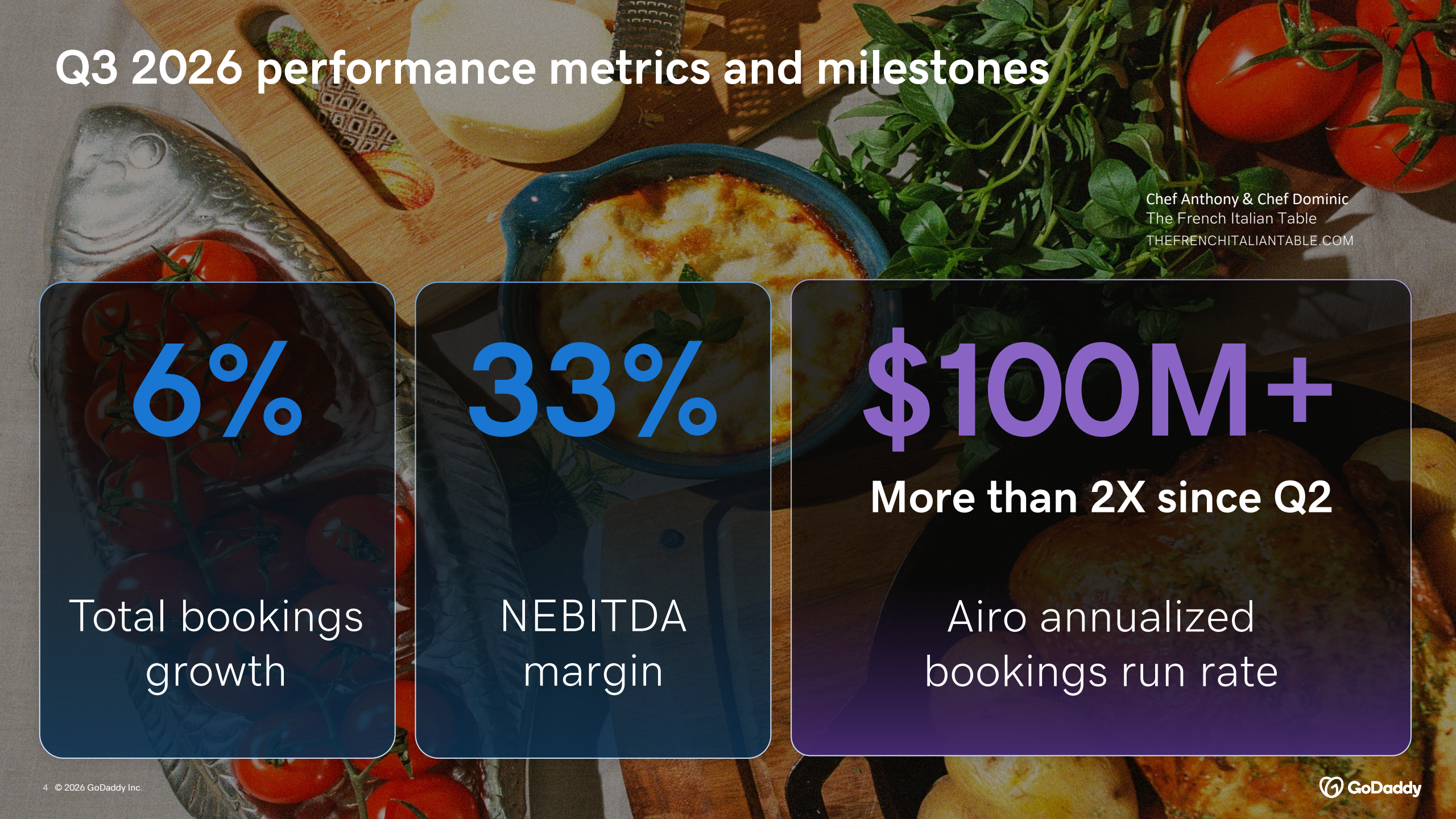


Chef Anthony & Chef Dominic
The French Italian Table
THEFRENCHITALIANTABLE.COM

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Q3 2026 performance metrics and milestones



6%

Total bookings growth

33%

NEBITDA margin

$100M+

More than 2X since Q2

Airo annualized bookings run rate

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Airo: The centerpiece of our AI transformation

- Replaces Websites + Marketing as our flagship website building solution
- Now default in the domains path
- Priced for broad adoption with encouraging conversion and attach rates



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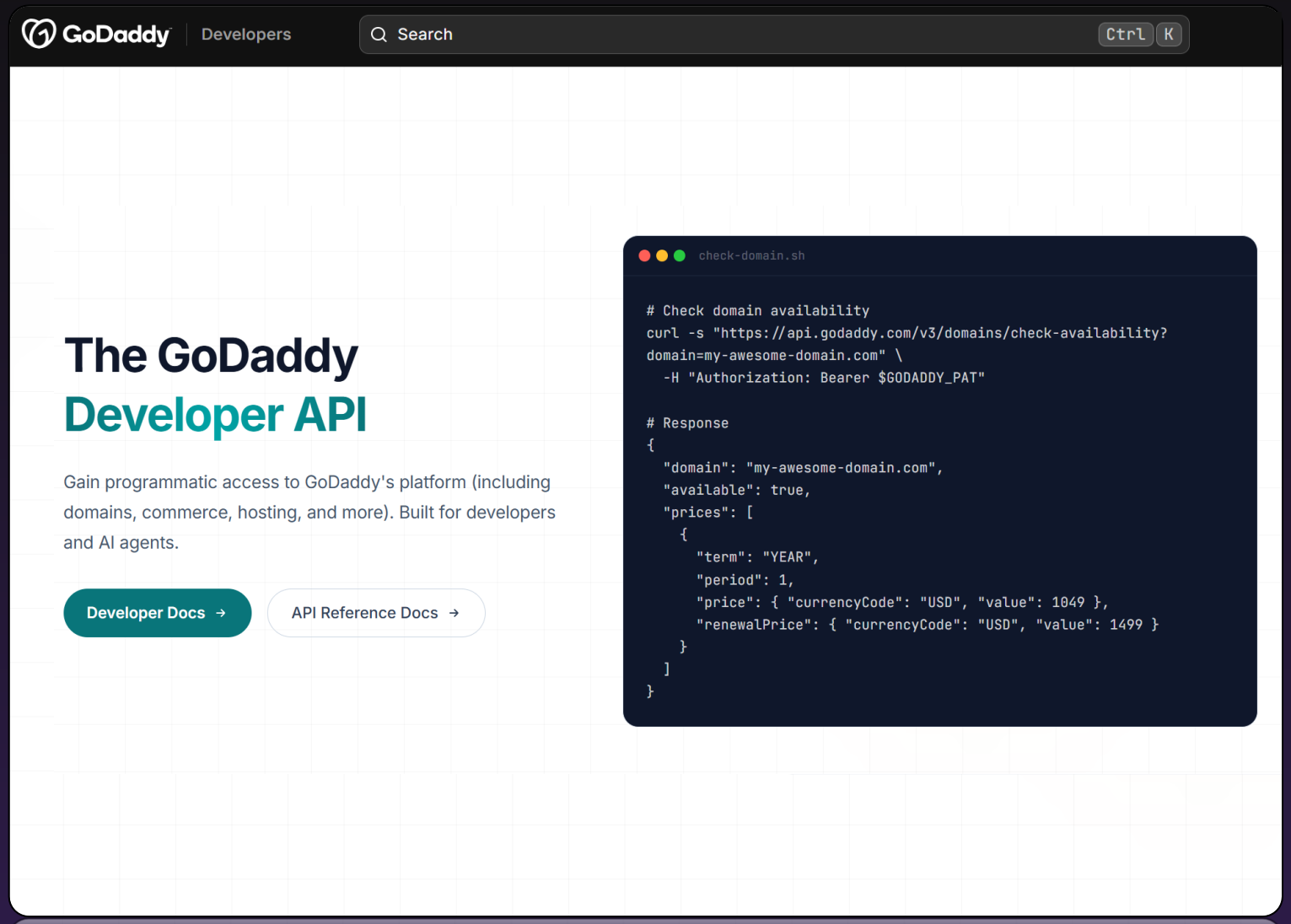
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Meeting our customers where they build

Continuing to launch agent-friendly APIs

Expanding pricing and bundling with new competitive offers

Improving traffic and visibility in AI channels



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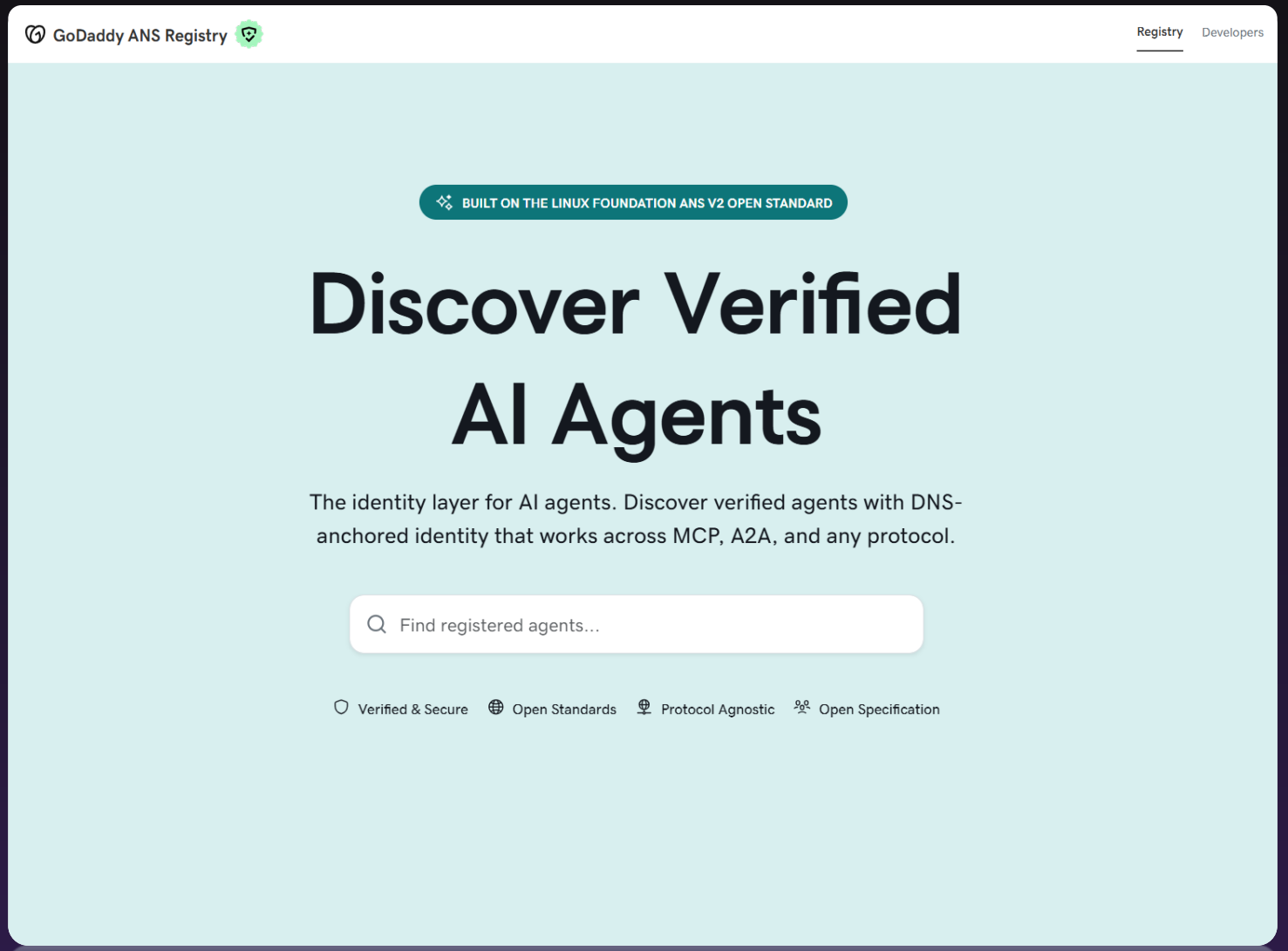
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ANS: Building trust on the agentic open internet

Positioning GoDaddy as foundational infrastructure for the agentic open internet

Showcasing the power of verified identities alongside strategic partners

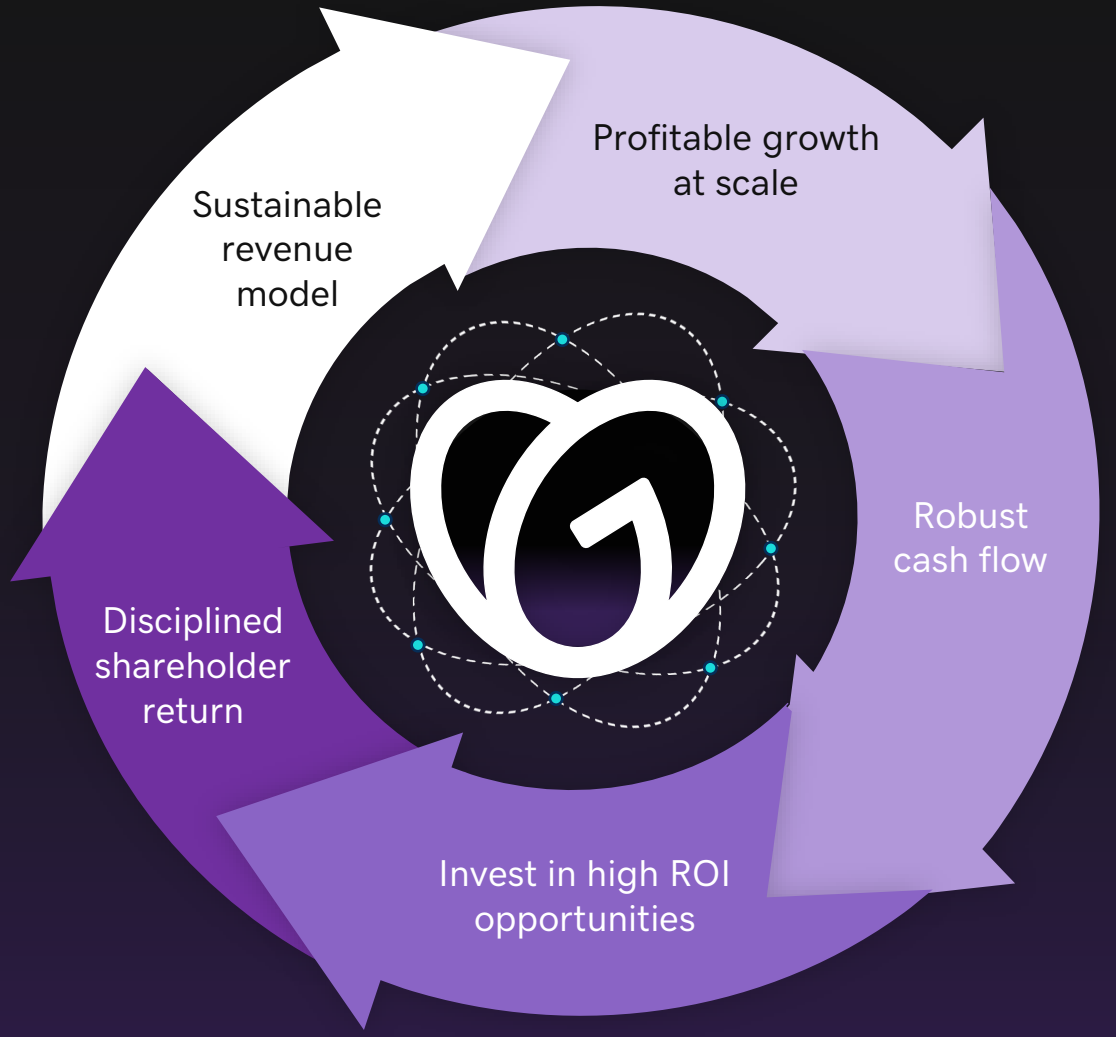
Demonstrating how open standards will be integral to the agentic open internet



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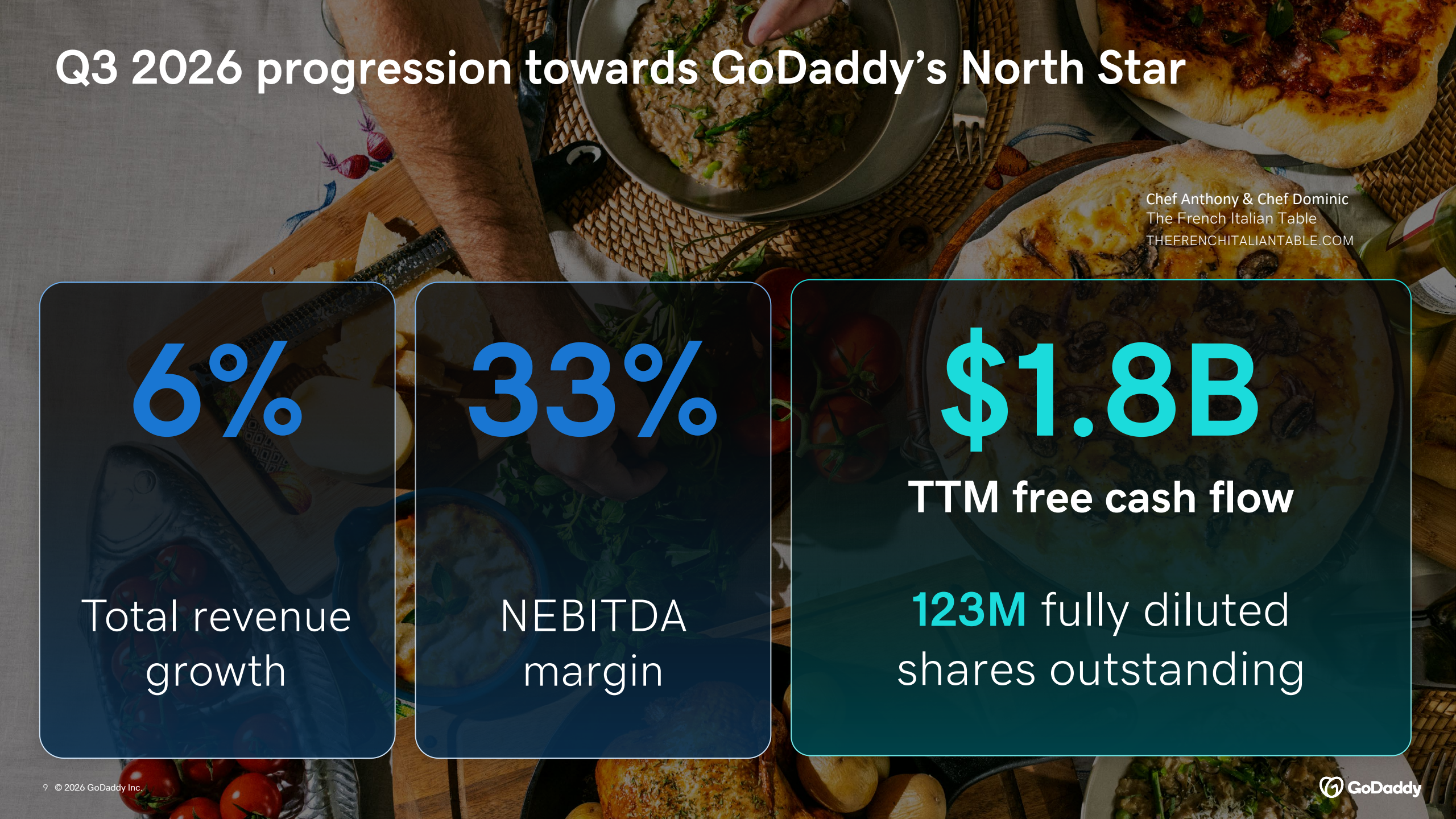
GoDaddy investment thesis



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Q3 2026 progression towards GoDaddy's North Star



6%

Total revenue growth

33%

NEBITDA margin

$1.8B

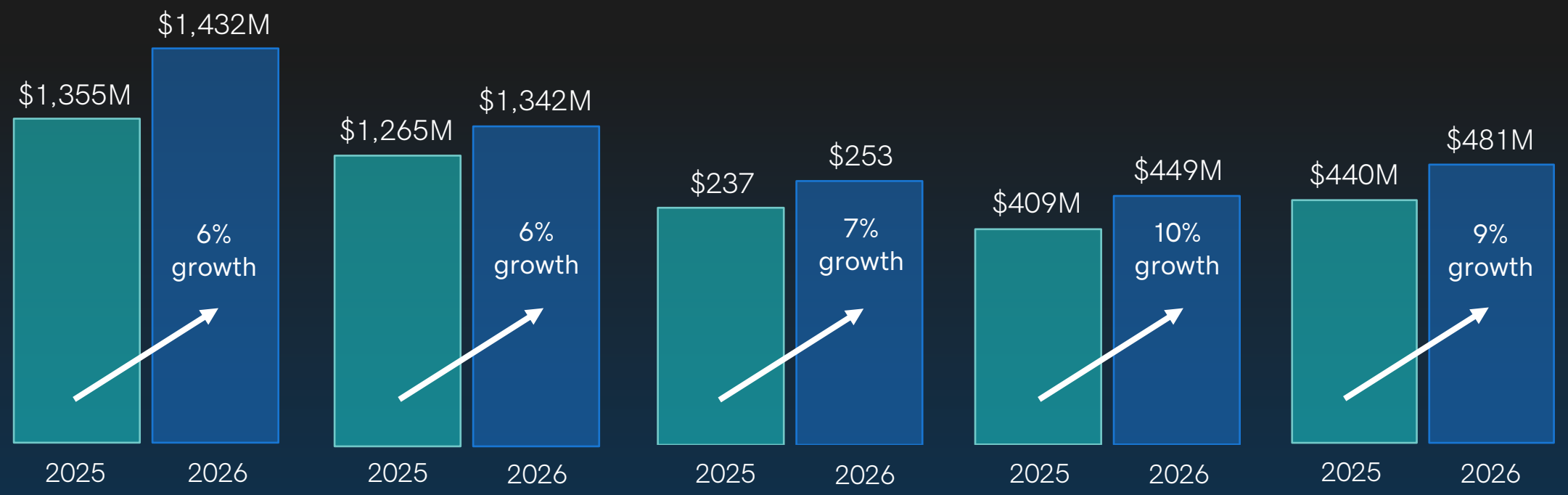
TTM free cash flow

123M fully diluted shares outstanding

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Q3 2026 financial results



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Q3 2026 revenue

6%

Total revenue growth

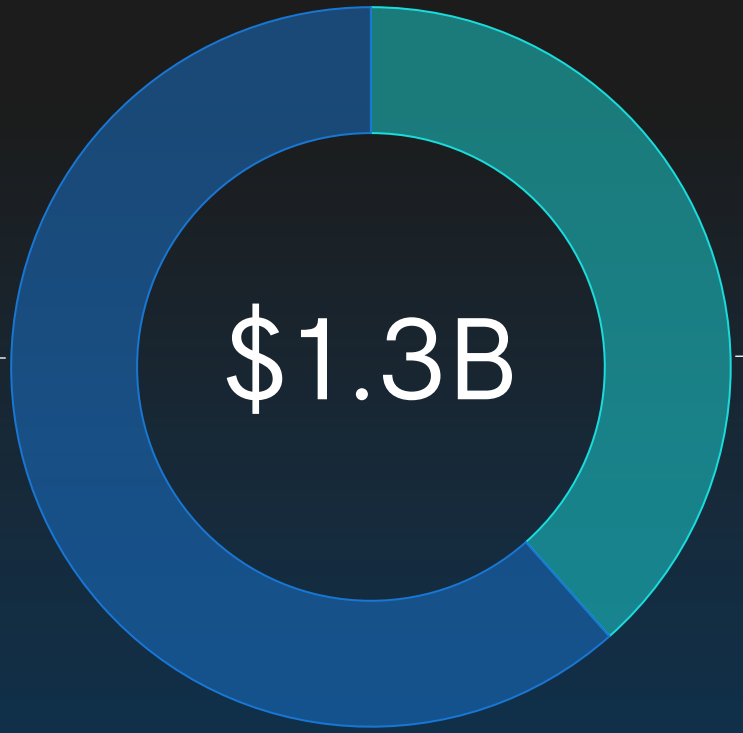
9%

A&C revenue growth

4%

Core Platform revenue growth

Total revenue



Core Platform

$0.8B

~60% of revenue

Applications & Commerce (A&C)

$0.5B

~40% of revenue

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High-quality cohorts driving higher retention

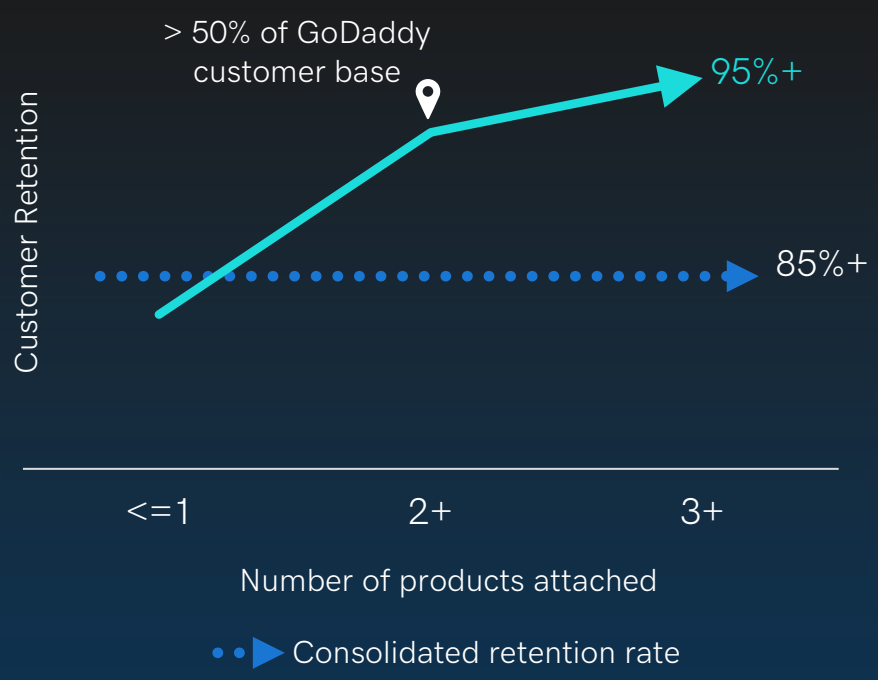
85%+

Customer retention

7%

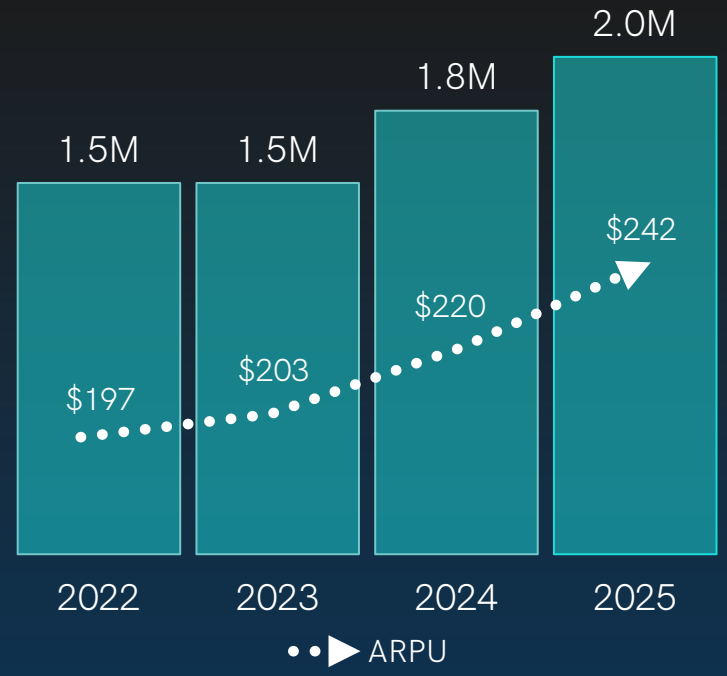
ARPU growth

Customer retention by number of products attached



Customers spending $500+ annually

~10% of customer base



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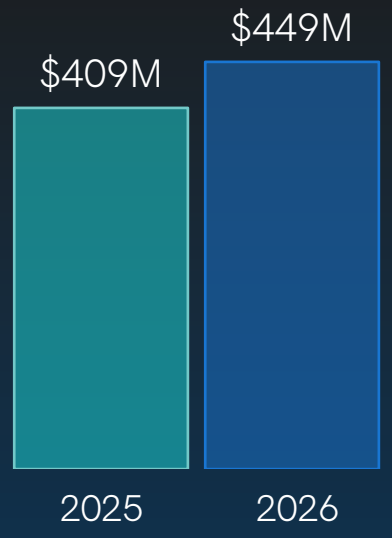
Disciplined execution driving sustained margin expansion

10%
NEBITDA growth

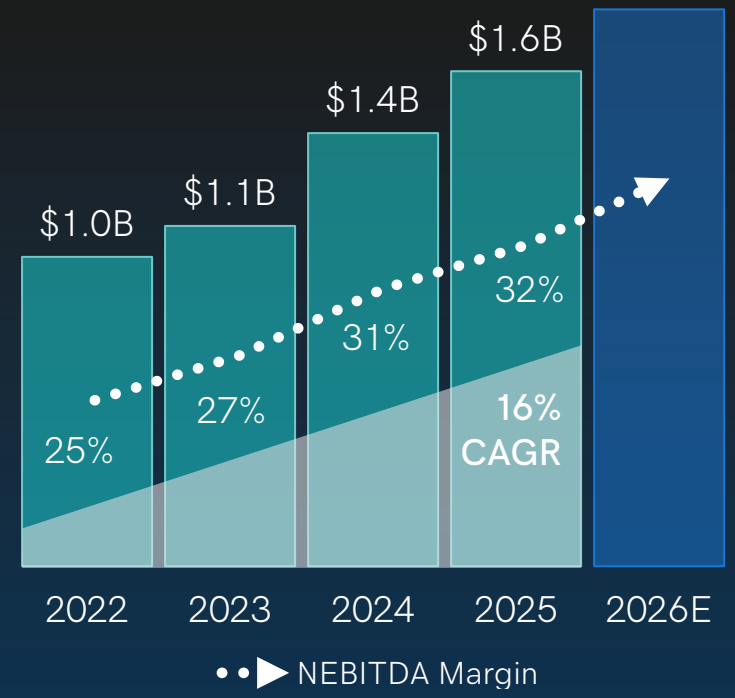
33%
NEBITDA margin

120 bps
NEBITDA margin expansion

Q3 NEBITDA



Annual NEBITDA



Represents four-year Normalized EBITDA CAGR from 2021YE through 2025.

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Proven track record of strong free cash flow growth

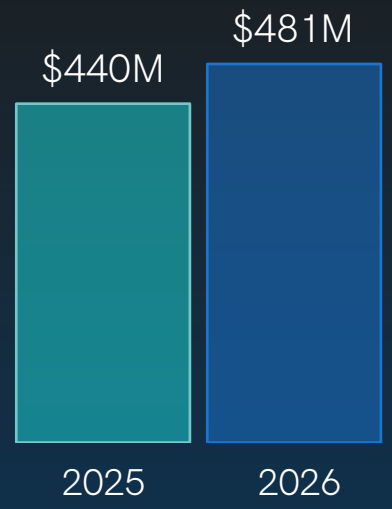
9%

Free cash flow growth

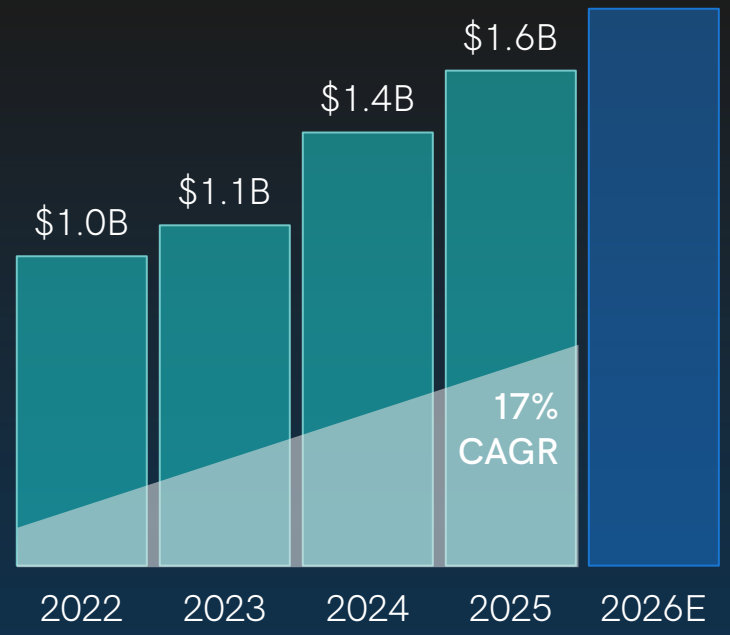
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Free cash flow conversion

Q3 free cash flow



Annual free cash flow



Represents four-year Free Cash Flow CAGR from 2021YE through 2025.

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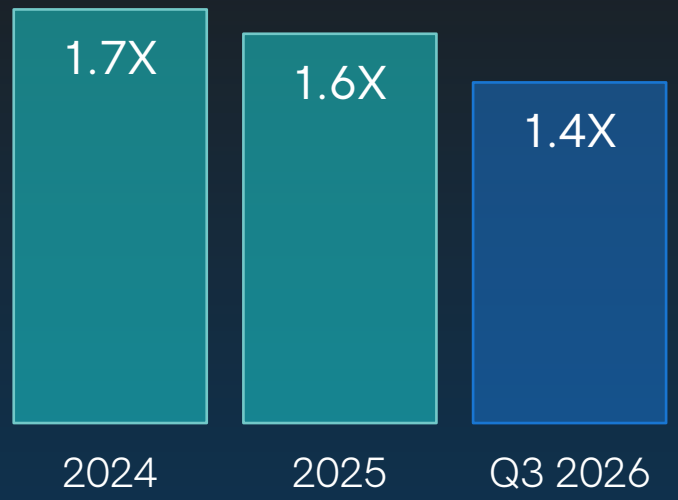
Balance sheet and liquidity

$1.1B
Cash

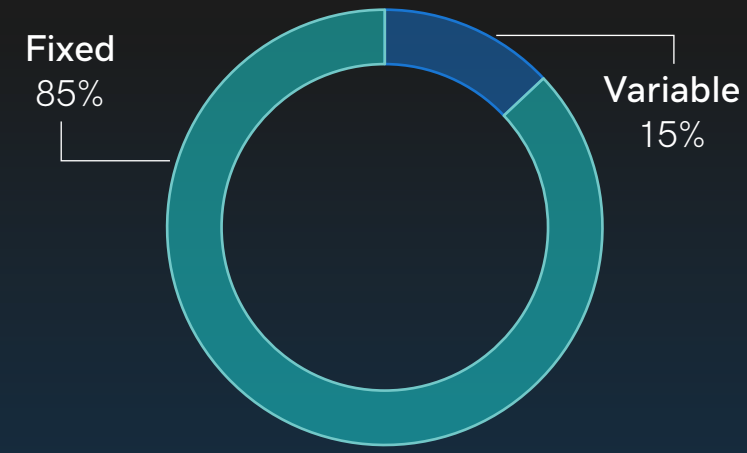
$2.3B
Total liquidity

$2.7B
Net debt

Leverage ratio



Fixed interest rates providing stability



Term loan	Maturity
$1.4B	2029
$1.0B	2031
Unsecured notes	**Maturity**
$600M	2027
$800M	2029

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Disciplined capital allocation to maximize shareholder returns

>95%

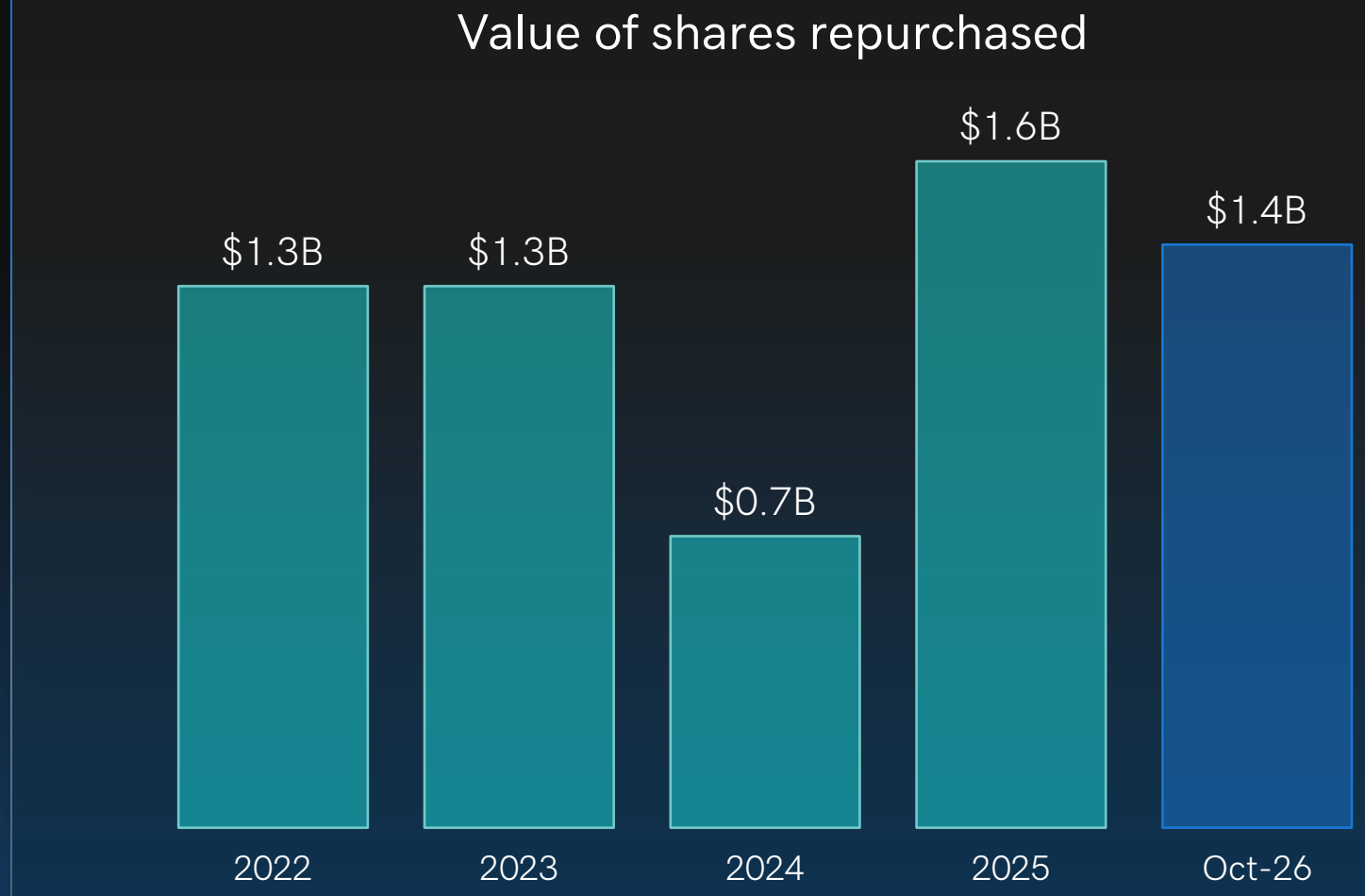
FCF deployed to buyback shares over the last 4 years

12%

Reduction in FDSO YTD

39%

Reduction in FDSO since 2022



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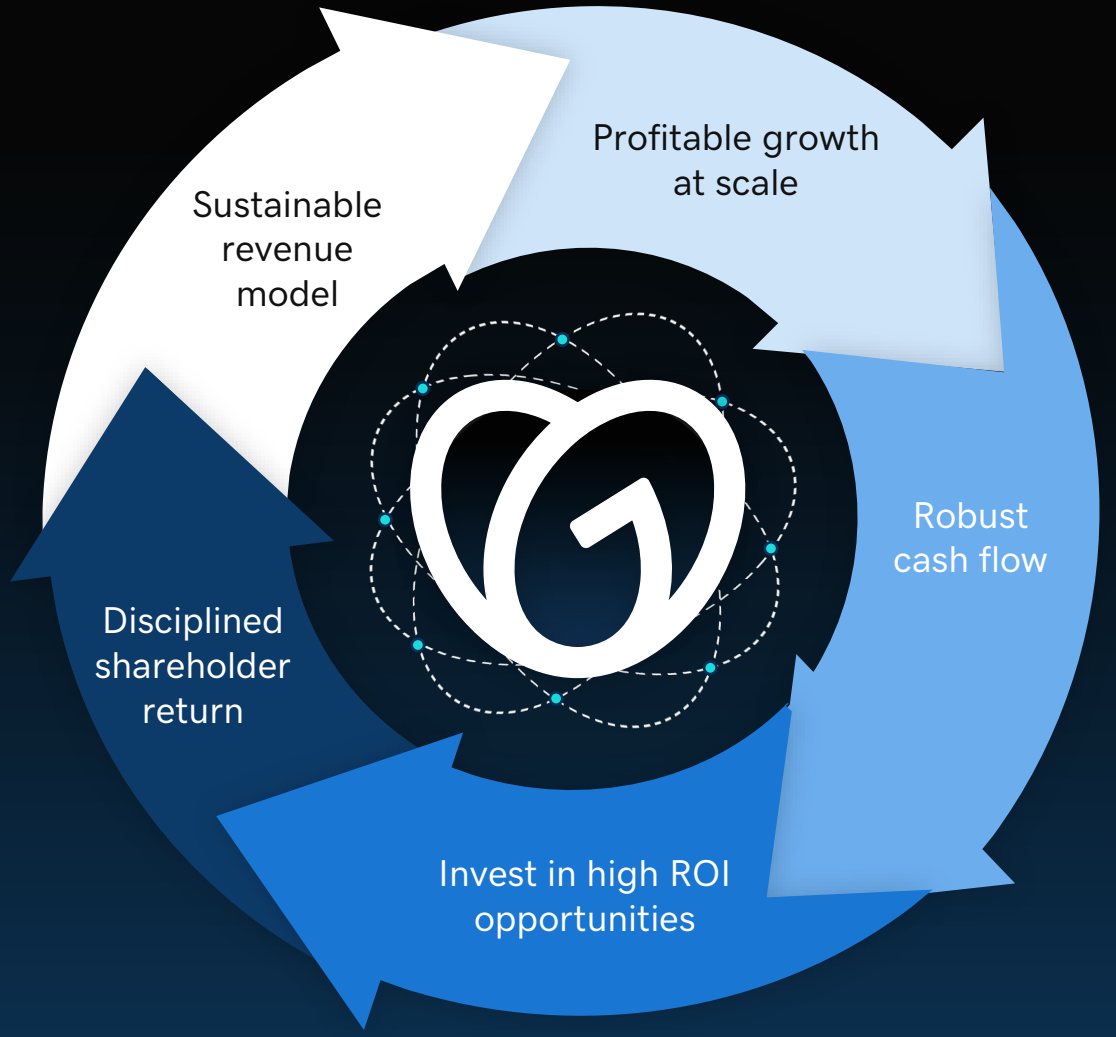
Positioned for durable revenue growth, margin expansion and strong free cash flow

Outlook	FY 2026
Revenue	$5.215B - $5.255B*
Segment growth rates:	
Applications & Commerce	~10%
Core Platform	~4%
NEBITDA margin	33%+
Free cash flow	~$1.8B

*High-end of the range expected.

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Appendix

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Delivered on our Q3 2026 targets during Airo transformation

Key metrics		Q3 2026	Q3 2025	Growth/ Expansion	Q3 Guidance*
Revenue	✓	$1,342M	$1,265M	**6%**	$1.315B - $1.335B
Applications & Commerce revenue		$524M	$481M	**9%**	Low double-digits
Core Platform revenue	✓	$818M	$784M	**4%**	Low single-digits
Normalized EBITDA margin	✓	33.5%	32.3%	**~120 bps**	~33%
Free cash flow	✓	$481M	$440M	**9%**	
Fully diluted shares outstanding	✓	123M	137M	**(11%)**	

* Reflects guidance provided during Q2 2026 earnings

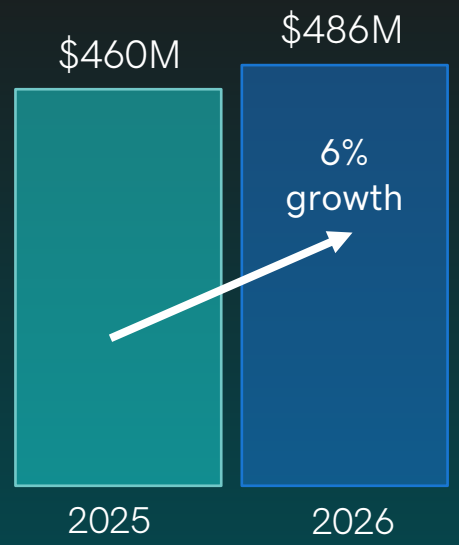
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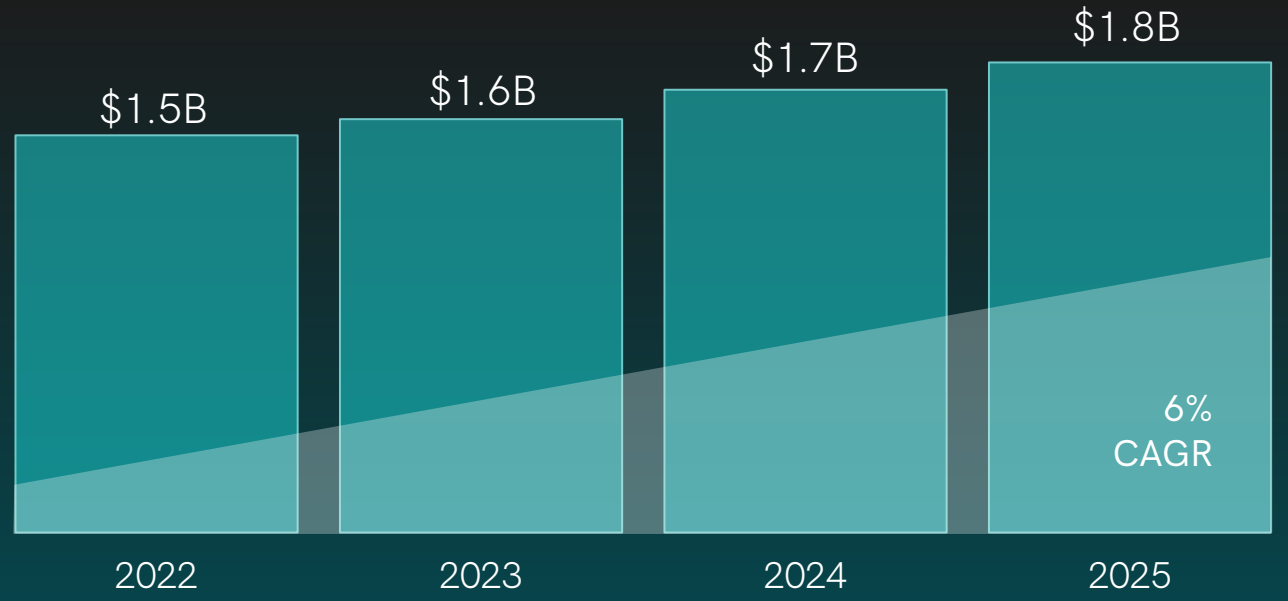
Primary domains revenue

Durable subscription business

Q3 domains revenue



Annual domains revenue



Represents four-year domains revenue CAGR from 2021YE through 2025.

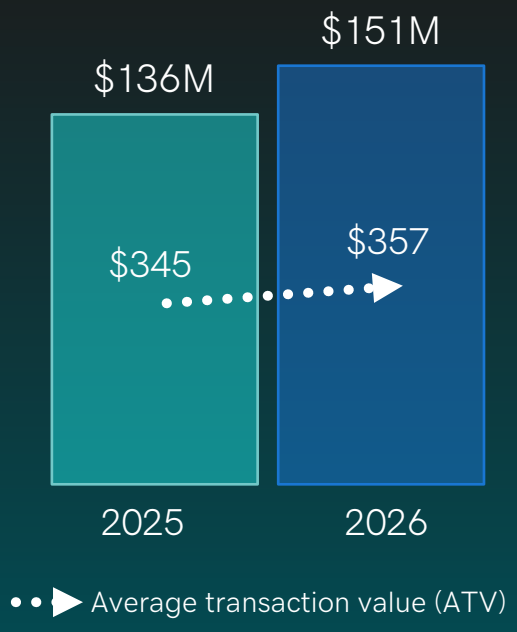
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Aftermarket revenue

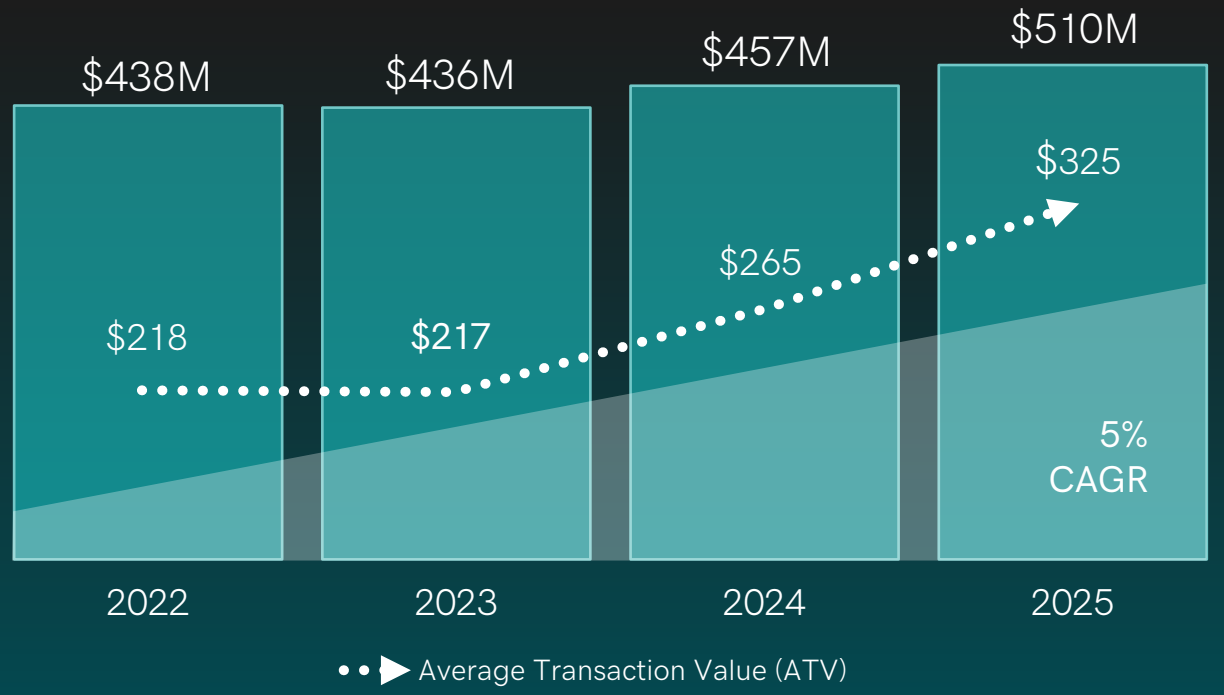
Transactional business subject to global macro-economic conditions

Q3 Aftermarket revenue

10% increase



Annual Aftermarket revenue



Represents four-year Aftermarket revenue CAGR from 2021YE through 2025.

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2026 Modeling Guide

Metric ($M)	2026
Capital expenditures	~$30M
Cash interest on debt	~$150M
GAAP interest expense, net	~$110M
Cash income taxes	~$30M
GAAP provision for income taxes	~$300M

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Non-GAAP reconciliation:

NEBITDA & NEBITDA Margin

Reconciliation of NEBITDA ($M)	Three months ended September 30,	
	2026	2025
Net income	**$261.8**	**$210.5**
Depreciation and amortization	12.7	28.4
Equity-based compensation expense	67.3	79.6
Interest expense, net	28.2	28.7
Restructuring and other[1]	8.5	4.9
Provision for income taxes	70.8	56.5
Total NEBITDA	**$449.3**	**$408.6**
Net income margin	**19.5%**	**16.6%**
NEBITDA margin	**33.5%**	**32.3%**

[1] In addition to the restructuring and other in our statements of operations, other charges are primarily composed of lease-related expenses associated with closed facilities, charges related to certain legal matters, adjustments to the fair value of our equity investments, expenses incurred in relation to the refinancing of our long-term debt, acquisition-related expenses and incremental expenses associated with certain professional services.

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Non-GAAP reconciliation:

NEBITDA & NEBITDA Margin

Reconciliation of NEBITDA ($M)	Year ended December 31,			
	2022	2023	2024	2025
Net income	**$352.9**	**$1,375.6**	**$936.9**	**$875.0**
Depreciation and amortization	194.6	171.3	135.3	116.6
Equity-based compensation expense	264.4	294.0	299.1	317.8
Interest expense, net of interest income	135.0	155.4	130.4	114.2
Acquisition-related expenses, net of reimbursements	35.1	12.1	0.2	1.8
Restructuring and other[1]	27.4	97.9	65.5	15.5
Provision (benefit) for income taxes	3.6	(971.8)	(171.5)	145.0
Total NEBITDA	**$1,013.0**	**$1,134.5**	**$1,395.9**	**$1,585.9**
Net income margin	**8.6%**	**32.3%**	**20.5%**	**17.7%**
NEBITDA margin	**24.8%**	**26.7%**	**30.5%**	**32.0%**

[1] In addition to the restructuring and other in our statements of operations, other charges are primarily composed of lease-related expenses associated with closed facilities, charges related to certain legal matters, adjustments to the fair value of our equity investments, expenses incurred in relation to the refinancing of our long-term debt, acquisition-related expenses and incremental expenses associated with certain professional services.

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Non-GAAP reconciliation:

Free Cash Flow

Reconciliation of free cash flow ($M)	Three months ended September 30, 2026	2025
Net cash provided by operating activities	**$487.7**	**$444.2**
Capital expenditures	(11.9)	(9.3)
Cash paid for restructuring and other charges[1]	5.0	5.6
Free cash flow	**$480.8**	**$440.5**

[1] In addition to payments made pursuant to restructuring activities, cash paid for restructuring and other charges includes lease-related payments associated with closed facilities, payments related to certain legal matters, cash paid for acquisition-related costs, incremental payments associated with certain professional services and third party payments incurred in relation to the refinancing of our long-term debt.

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Non-GAAP reconciliation:

Free Cash Flow

Reconciliation of free cash flow ($M)	Year ended December 31,			
	2022	2023	2024	2025
Net cash provided by operating activities	**$979.7**	**$1,047.6**	**$1,287.7**	**$1,599.4**
Capital expenditures	(59.7)	(42.0)	(26.6)	(23.9)
Cash paid for acquisition-related costs	37.9	11.2	16.2	10.4
Cash paid for restructuring charges[1]	10.7	67.6	78.2	27.7
Free cash flow	**$968.6**	**$1,084.4**	**$1,355.5**	**$1,613.6**

[1] In addition to payments made pursuant to restructuring activities, cash paid for restructuring and other charges includes lease-related payments associated with closed facilities, payments related to certain legal matters, cash paid for acquisition-related costs, incremental payments associated with certain professional services and third party payments incurred in relation to the refinancing of our long-term debt.

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Non-GAAP reconciliation:

Net Debt

Reconciliation of net debt ($M)	September 30, 2026
Current portion of long-term debt	14.9
Long-term debt	3,756.4
Unamortized original issue discount and debt issuance costs	39.4
Total debt	**$3,810.7**
Less: cash and cash equivalents	(1,119.8)
Net debt	**$2,690.9**

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Non-GAAP financial measures and other operating and business metrics

Total bookings is an operating metric representing the total value of customer contracts entered into during the period, excluding refunds. We believe total bookings provides additional insight into the performance of our business and the effectiveness of our marketing efforts since we typically collect payment at the inception of a customer contract but recognize revenue ratably over the term of the contract.

Normalized EBITDA (NEBITDA) is a supplemental measure of our operating performance used by management to evaluate our business. We calculate NEBITDA as net income excluding depreciation and amortization, interest expense (net), provision or benefit for income taxes, equity-based compensation expense, acquisition-related costs, restructuring-related expenses and certain other items. We believe that the inclusion or exclusion of certain recurring and non-recurring items provides a supplementary measure of our core operating results and permits useful alternative period-over-period comparisons of our operations. NEBITDA should not be viewed as a substitute for comparable GAAP measures.

NEBITDA margin is used by management as a supplemental measure of our operating performance and refers to the ratio of NEBITDA to revenue, expressed as a percentage.

Free cash flow is a supplemental measure of our liquidity used by management to evaluate our business prior to the impact of restructuring and other charges and after purchases of property and equipment. We use free cash flow as a supplemental measure of our liquidity, including our ability to generate cash flow in excess of capital requirements and return cash to shareholders, though it should not be considered as an alternative to, or more meaningful than, comparable GAAP measures.

Net debt is defined as total debt less cash and cash equivalents and short-term investments. Total debt consists of the current portion of long-term debt plus long-term debt and unamortized original issue discount and debt issuance costs. Our management reviews net debt as part of its management of our overall liquidity, financial flexibility, capital structure and leverage and we believe such information is useful to investors. Furthermore, certain analysts and debt rating agencies monitor our net debt as part of their assessments of our business.

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Non-GAAP financial measures and other operating and business metrics

Annualized recurring revenue (ARR) is an operating metric defined as annualized quarterly recurring GAAP revenue, net of refunds, from new and renewed subscription-based services. ARR is exclusive of any revenue that is non-recurring, including, without limitation, domain aftermarket, domain transfers, one-time set-up or migration fees and non-recurring professional website services fees. We believe ARR helps illustrate the scale of certain of our products and facilitates comparisons to other companies in our industry.

Average revenue per user (ARPU) is calculated as total revenue during the preceding 12 month period divided by the average of the number of total customers at the beginning and end of the period. ARPU is one measure that provides insight into our ability to sell additional products to our customers.

Total customers is defined a customer as an individual or entity, each with a unique account and paid transactions in the trailing twelve months or with paid subscriptions as of the end of the period. Total customers is one way we measure the scale of our business and can be a contributing factor to our ability to increase our revenue base.

Total liquidity is calculated as the sum of (i) cash and cash equivalents (ii) short-term investments and (iii) the amount available for borrowing under our revolving credit facility.

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