

Q1 2026 Earnings Results

April 30, 2026



© 2026 GoDaddy Inc.



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 and assumptions. 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[®], Airo.ai and Agent Name Service; 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 forecasted levels of future taxable income and ability to realize our deferred tax assets; and assumptions underlying 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 products and services; our ability to deploy new and evolving technologies, such as generative and agentic AI, machine learning, data analytics and similar tools, to power our offerings and services, and within our operations; 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; 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.

Our purpose

To make opportunity more inclusive for all

Our strategy

Everyday entrepreneurs trust their ideas with us. We guide them to build their business digitally. Our global solutions seamlessly connect their identity and presence with commerce, leading to profitable growth



Ryn Scull
Scull House Sweets
SCULLHOUSEWEETS.COM

Q1 2026 progression towards GoDaddy's North Star



Ryn Scull
Scull House Sweets
SCULLHOUSESWEETS.COM

6%

Total revenue
growth

33%

Normalized
EBITDA margin

15%

Free cash flow
growth

Our AI transformation builds on our core strengths

Ryn Scull
Scull House Sweets
SCULLHOUSESWETS.COM

Global
Brand

Domain
Leadership

Scaled
Infrastructure

Proprietary
Data

Engineering
Talent

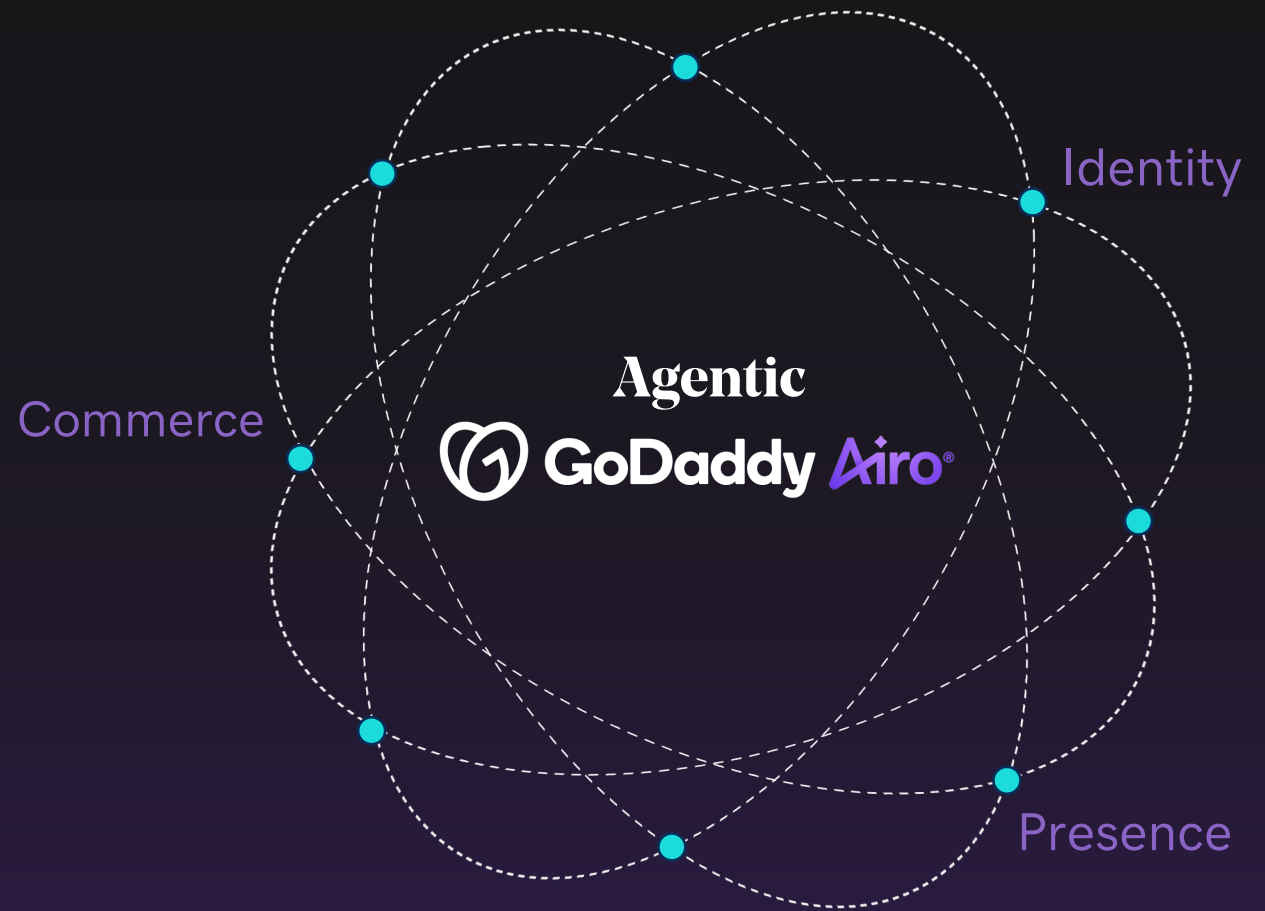
Care
Organization

AI transformation at GoDaddy

Growing adoption & monetization
of AI-native products

Expanding Agent Name Service
(ANS) as an identity layer

Driving operational efficiencies
through internal AI adoption

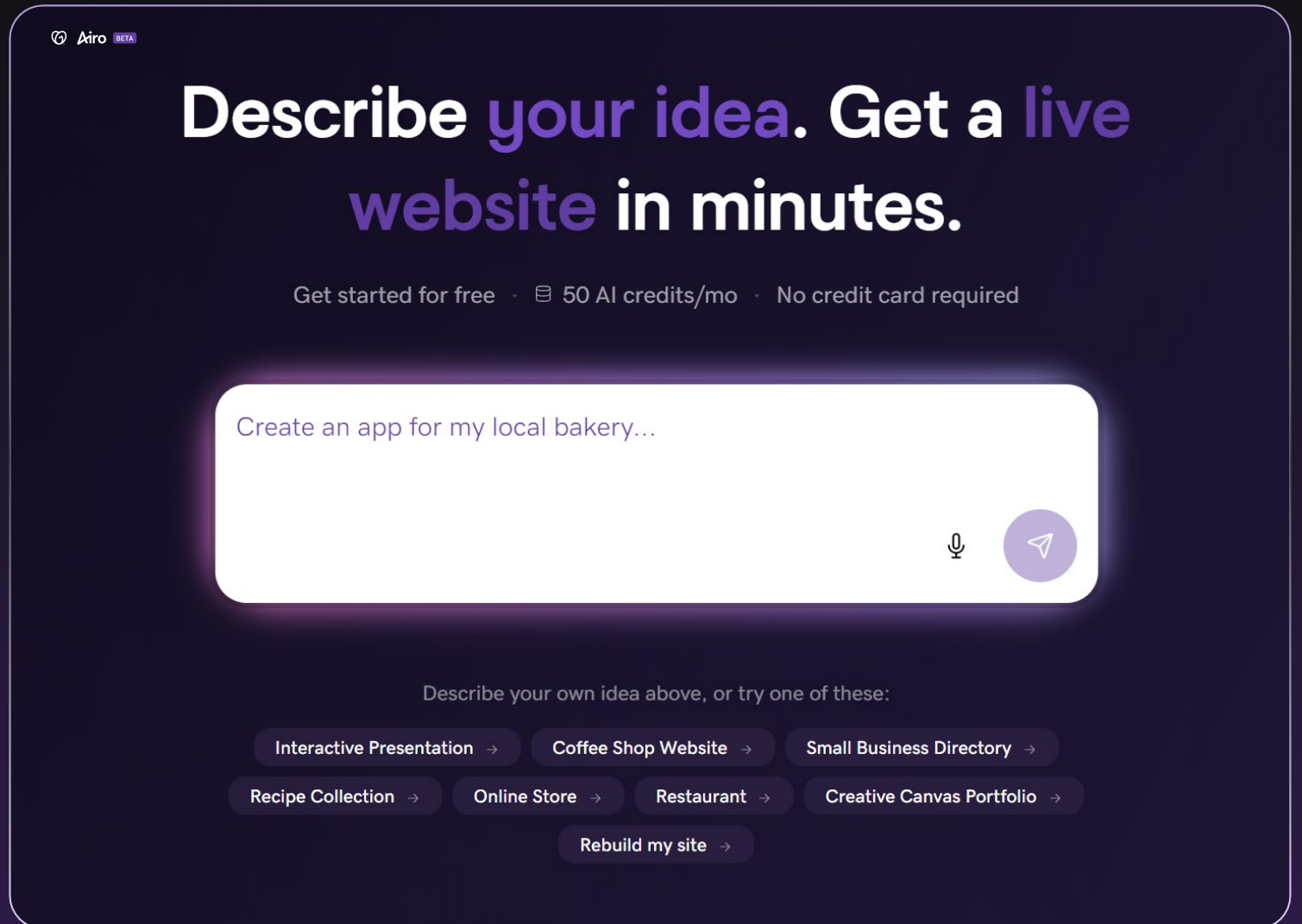


Scaling Airo AI Builder

Reaching annualized run rate of \$10M+ within weeks with strong early adoption

Driving deep engagement as customers interact and purchase additional credits

Expanding distribution and investing to scale growth while maintaining margins



Airo BETA

Describe your idea. Get a live website in minutes.

Get started for free · 50 AI credits/mo · No credit card required

Create an app for my local bakery...

Describe your own idea above, or try one of these:

- Interactive Presentation →
- Coffee Shop Website →
- Small Business Directory →
- Recipe Collection →
- Online Store →
- Restaurant →
- Creative Canvas Portfolio →
- Rebuild my site →

Upgrading Website + Marketing

The screenshot displays the Airo website builder interface. On the left, a sidebar titled "Travel App - Initial Preview" (4/5) shows six color palette options for text and background colors. Below these are "More options", "Revert", and "Save" buttons. A chat window at the bottom left contains the text "Ask Airo to modify code, add features, or explain implementation...". The main preview area shows a website for "Urban Court" with a navigation menu (Home, Destinations, Tennis Clubs, Martini Bars, About) and a "Get Started" button. The hero section features an aerial view of tennis courts with the text "Urban Court" and "Discover the finest tennis clubs and martini bars in the world's most stylish cities", along with a "Curated City Guides" label and an "Explore Destinations" button. The "Featured Destinations" section is visible at the bottom.

Agent Name Service: Extending digital identity in the agentic era

Expanding ANS
partnerships with
real use cases

Advancing open standard
for identity and discovery
through DNS

Powering trusted identity for
the evolving
AI ecosystem

GoDaddy GoDaddy ANS Registry

BASED ON IETF DRAFT-NARAJALA-ANS OPEN SPECIFICATION

Discover Verified AI Agents

The identity layer for AI agents. Discover verified agents with DNS-anchored identity that works across MCP, A2A, and any protocol.

Find registered agents...

Verified & Secure Open Standards Protocol Agnostic Open Specification

Deploying AI across our operations

Ryn Scull
Scull House Sweets
SCULLHOUSEWEETS.COM

Replacing small third-party SaaS tools with solutions built on Airo AI Builder

Improving resolution & global performance with Airo Care

Driving sales with AI agents at human-level conversion

Leveraging AI to drive internal efficiencies

Product

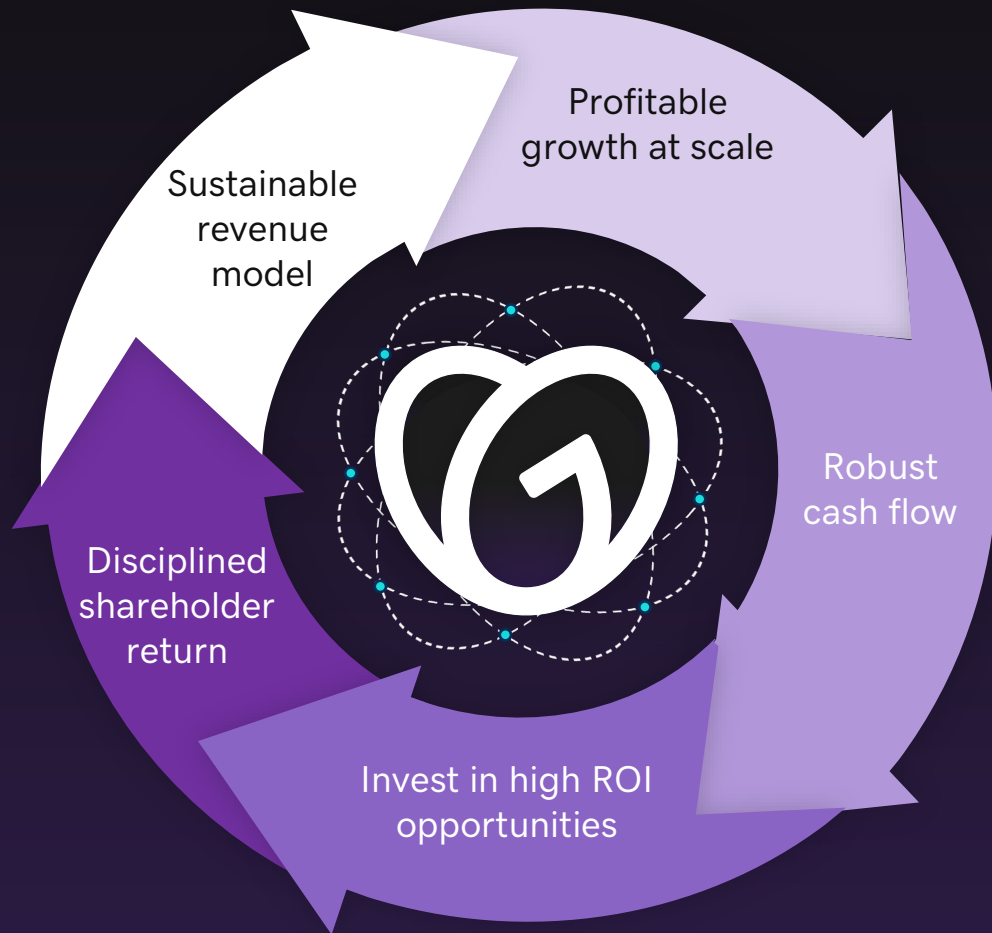
Sales

Care

Operations



GoDaddy investment thesis



Durable revenue growth,
margin expansion and
disciplined capital allocation
maximizing free cash flow
over the long term

Q1 2026 progression towards GoDaddy's North Star

Ryn Scull
Scull House Sweets
SCULLHOUSEWEETS.COM

6%

Total revenue
growth

33%

NEBITDA
margin

\$1.68B

TTM free cash flow

133M fully diluted
shares outstanding

Q1 2026 Revenue

6%

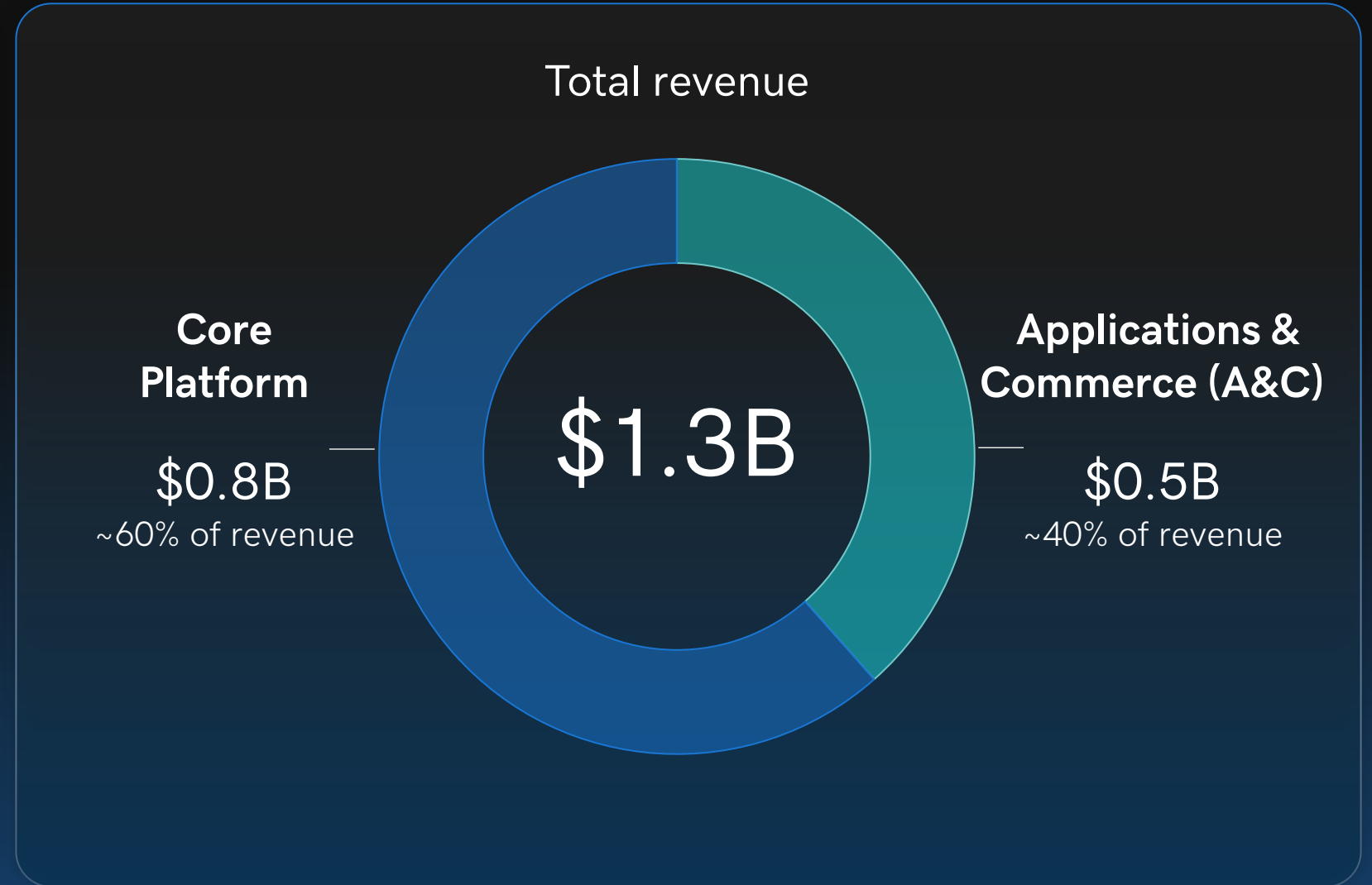
Total revenue growth

12%

A&C revenue growth

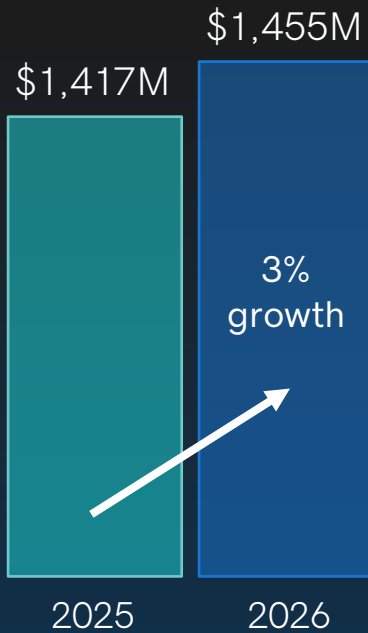
3%

Core Platform revenue growth

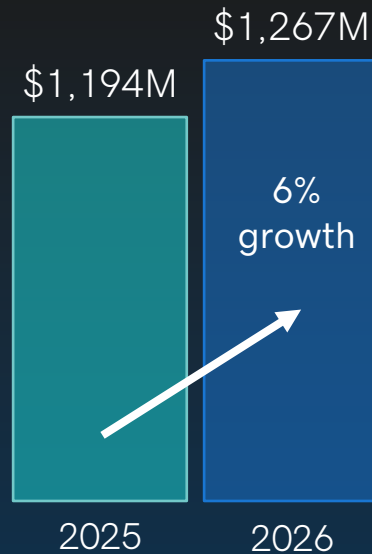


Q1 2026 financial results

Bookings



Revenue



ARPU



NEBITDA

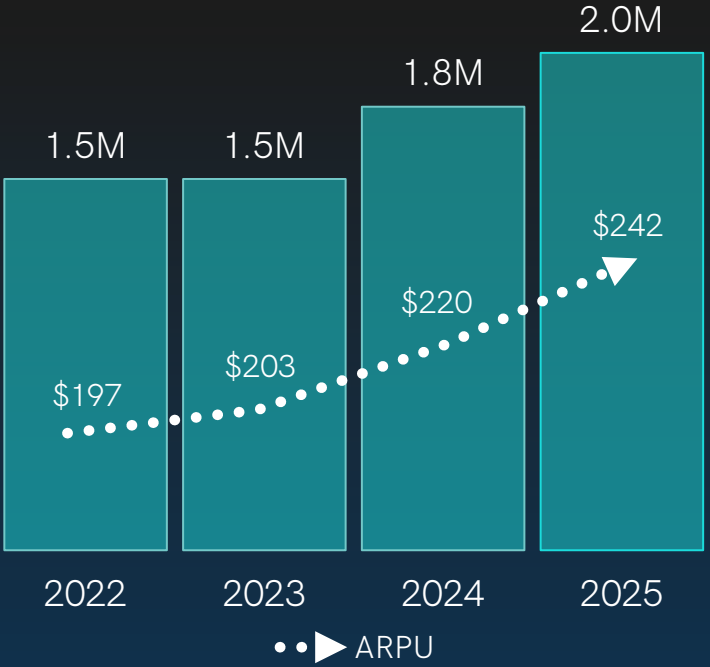


Free cash flow



High-quality cohorts driving ARPU expansion

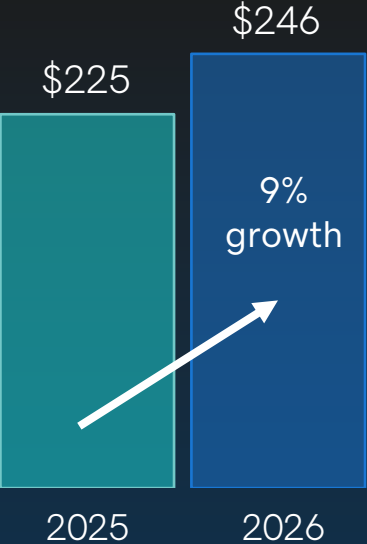
Customers spending \$500+ annually
~10% of customer base



85%+

Customer retention

Q1 ARPU



Disciplined execution driving sustained margin expansion

13%

NEBITDA growth

33%

NEBITDA margin

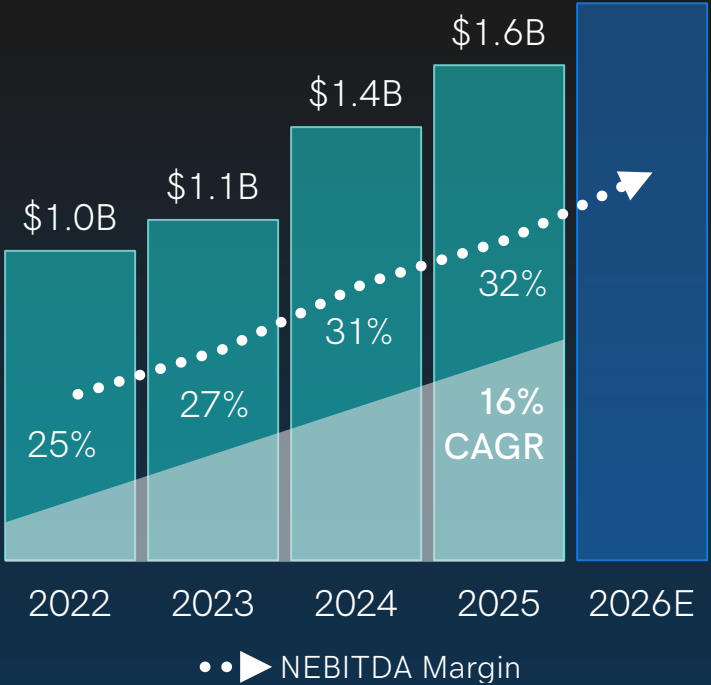
210 bps

NEBITDA margin expansion

Q1 NEBITDA



Annual NEBITDA



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

Proven track record of strong free cash flow growth

15%

Free cash flow growth

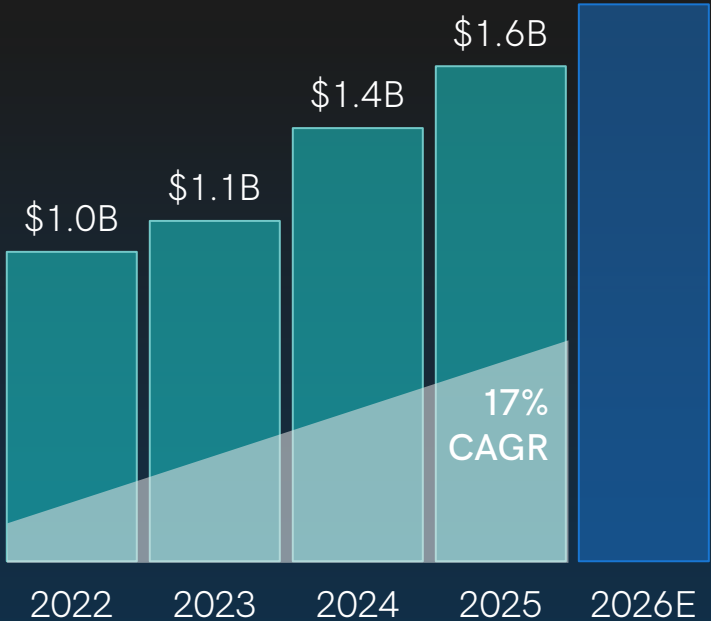
>1:1

NEBITDA to FCF conversion

Q1 free cash flow



Annual free cash flow



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

Balance sheet and liquidity

\$1.3B

Cash

\$2.3B

Total liquidity

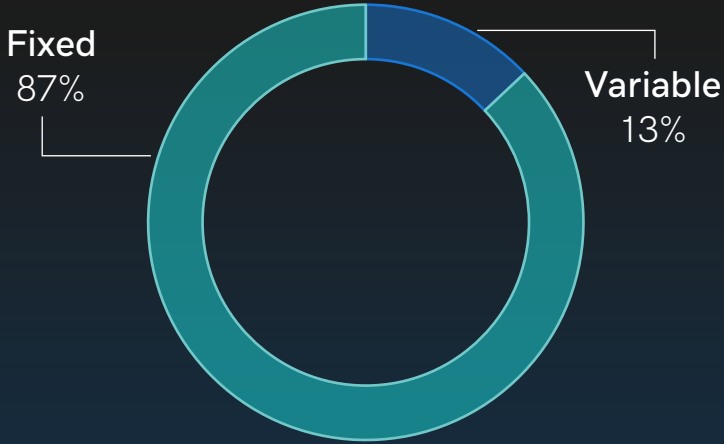
\$2.6B

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

Disciplined capital allocation to maximize shareholder returns

>95%

Free cash flow deployed to buyback shares

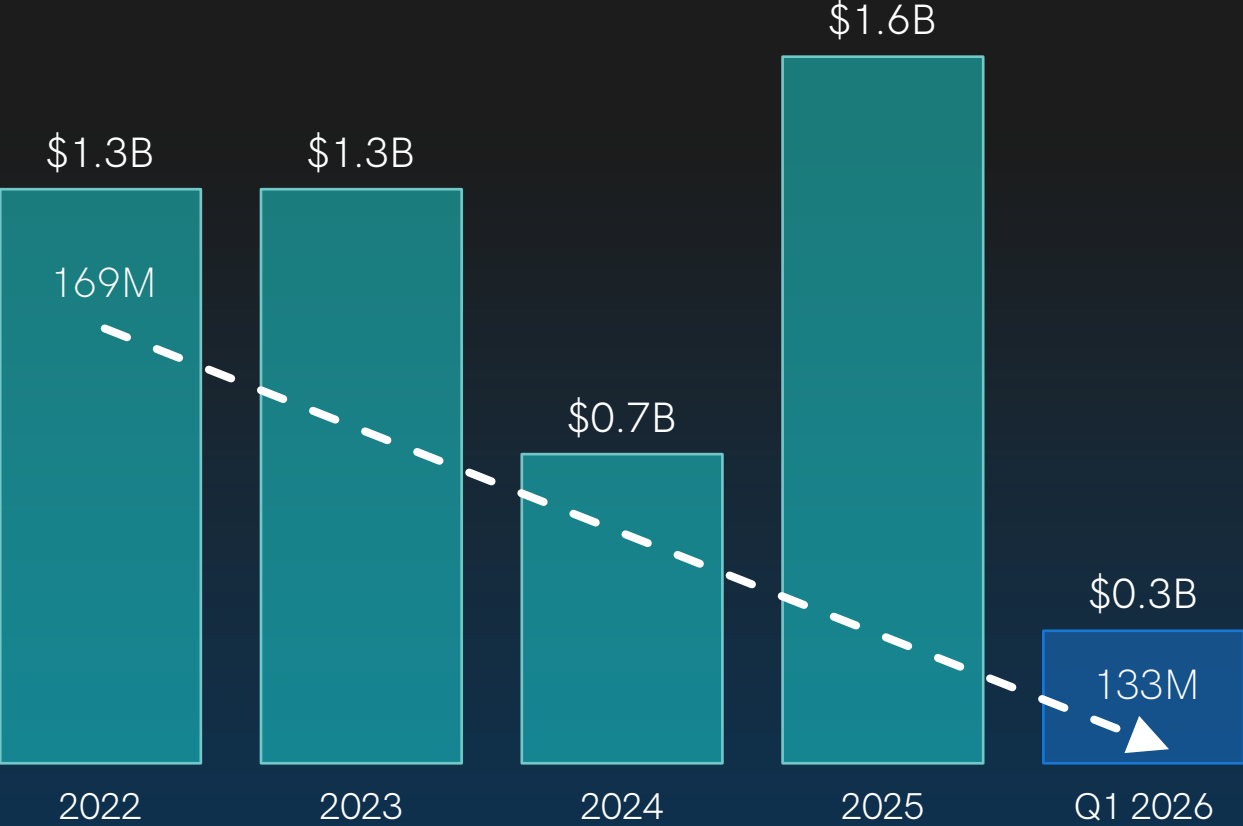
+31%

Reduction in cumulative gross FDSO

~\$5.1B

Cumulative repurchase

Shares repurchased



--▶ Fully diluted shares outstanding (FDSO)

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

Outlook	Q2 2026	2026
Revenue	\$1.285B - \$1.305B	\$5.195B - \$5.275B
Segment growth rates:		
Applications & Commerce	Low double-digits	
Core Platform	Low single-digits	
NEBITDA margin	~33%	33%+
Free cash flow	~\$1.8B	



Ryn Scull
 Scull House Sweets
 SCULLHOUSESWEETS.COM

Advancing toward our North Star

Executing with discipline and focus

Driving margin and ARPU expansion

Ryn Scull
Scull House Sweets
SCULLHOUSEWEETS.COM



Ryn Scull
Scull House Sweets
SCULLHOUSEWEETS.COM

Appendix

April 30, 2026

Delivered at or ahead of all Q1 2026 targets

Key metrics		Q1 2026	Q1 2025	Growth/ Expansion	Q1 Guidance*
Revenue	✓	\$1,267M	\$1,194M	6%	\$1.250B - \$1.270B
Applications & Commerce revenue	✓	\$498M	\$446M	12%	Low double-digits
Core Platform revenue	✓	\$769M	\$748M	3%	Low single-digits
Normalized EBITDA margin	✓	32.6%	30.5%	210 bps	~32%
Free cash flow	✓	\$474M	\$411M	15%	
Fully diluted shares outstanding	✓	133M	146M	(9%)	

* Reflects guidance provided during Q4 2025 earnings

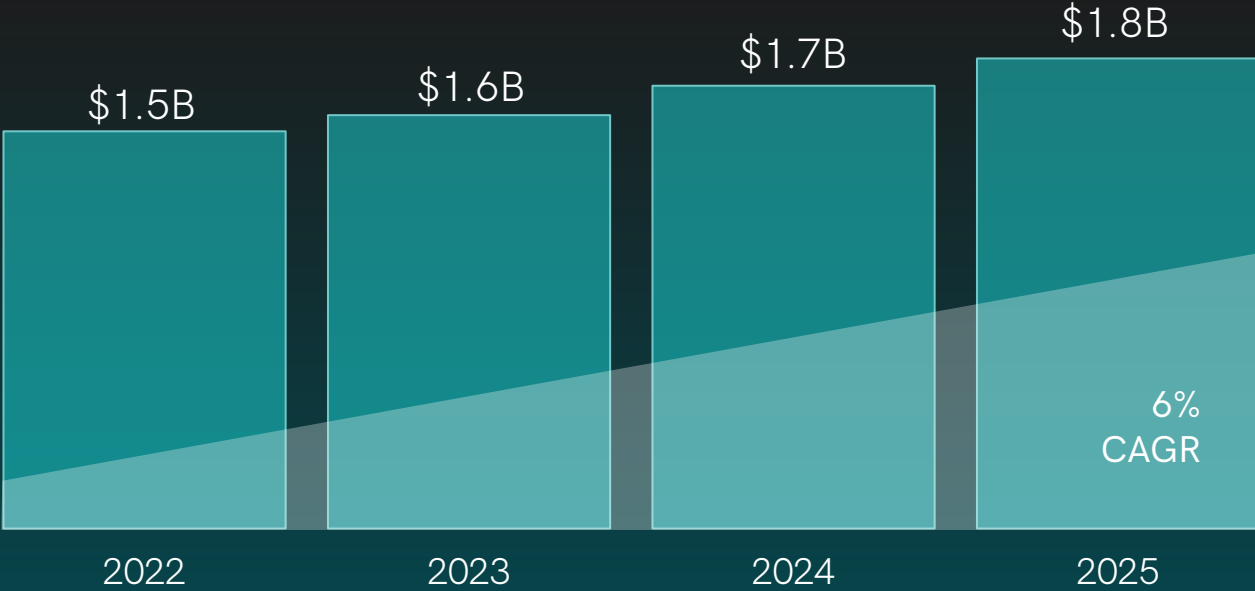
Primary domains revenue

Durable subscription business

Q1 domains revenue



Annual domains revenue

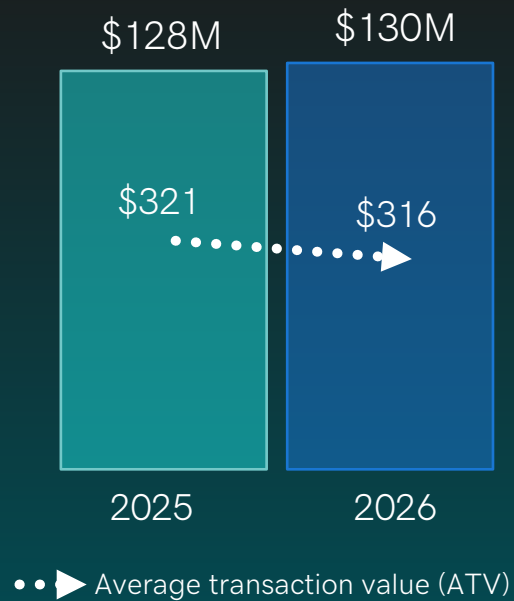


Represents four-year domains revenue CAGR from 2021YE through 2025.

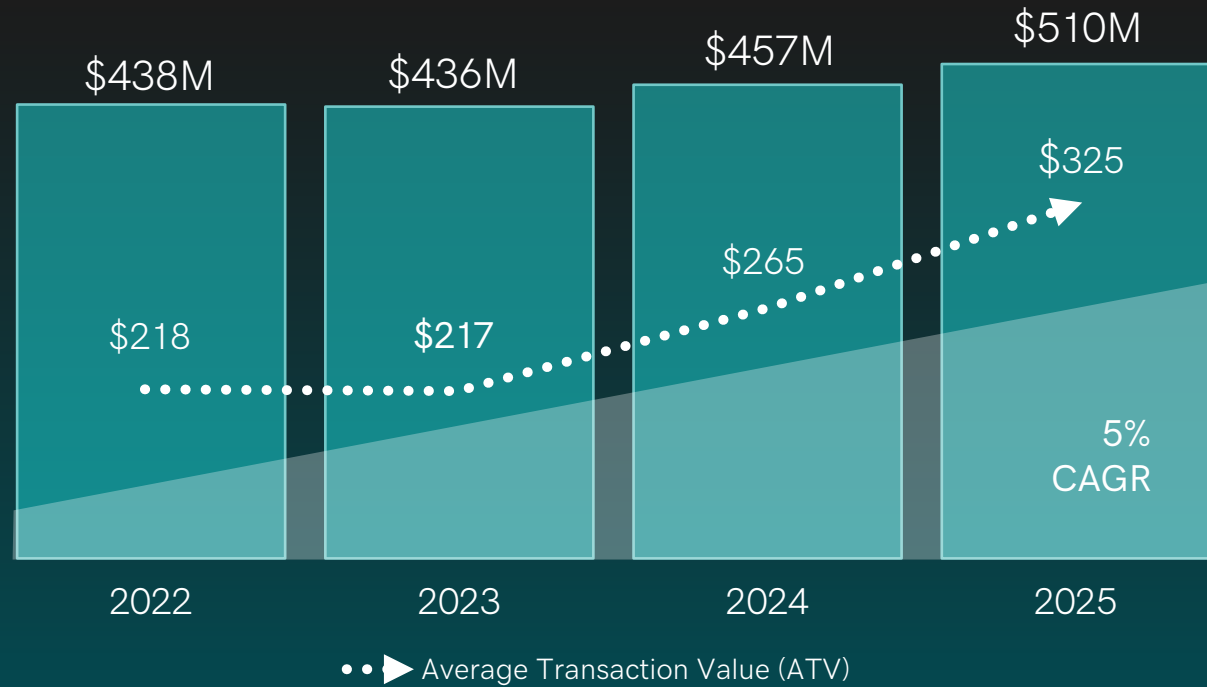
Aftermarket revenue

Transactional business subject to global macro-economic conditions

Q1 Aftermarket revenue 1% increase



Annual aftermarket revenue



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

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

Non-GAAP reconciliation: **NEBITDA & NEBITDA Margin**

Reconciliation of NEBITDA (\$M)	Three months ended March 31,	
	2026	2025
Net income	\$214.6	\$219.5
Depreciation and amortization	24.2	30.8
Equity-based compensation expense ¹	75.3	80.4
Interest expense, net of interest income	28.2	27.6
Restructuring and other ¹	3.9	5.6
Provision (benefit) for income taxes	67.3	0.5
Total NEBITDA	\$413.5	\$364.4
Net income margin	16.9%	18.4%
NEBITDA margin	32.6%	30.5%

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, expenses incurred in relation to the refinancing of our long-term debt, acquisition-related expenses and incremental expenses associated with certain professional services.

Non-GAAP reconciliation: NEBITDA & NEBITDA Margin

Reconciliation of NEBITDA (\$M)	Year ended December 31,				
	2021	2022	2023	2024	2025
Net income	\$242.8	\$352.9	\$1,375.6	\$936.9	\$875.0
Depreciation and amortization	199.6	194.6	171.3	135.3	116.6
Equity-based compensation expense ¹	207.9	264.4	294.0	299.1	317.8
Interest expense, net of interest income	124.9	135.0	155.4	130.4	114.2
Acquisition-related expenses, net of reimbursements	78.2	35.1	12.1	0.2	1.8
Restructuring and other ²	8.0	27.4	97.9	65.5	15.5
Provision (benefit) for income taxes	10.8	3.6	(971.8)	(171.5)	145.0
Total NEBITDA	\$872.2	\$1,013.0	\$1,134.5	\$1,395.9	\$1,585.9
Net income margin	6.4%	8.6%	32.3%	20.5%	17.7%
NEBITDA margin	22.9%	24.8%	26.7%	30.5%	32.0%

¹ The years ended December 31, 2024 and 2023 excludes \$0.8 million and \$2.3 million, respectively, of equity-based compensation expense associated with our restructuring plan, which is included within restructuring and other.

² In addition to the restructuring and other in our statements of operations, other charges included 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 and incremental expenses associated with certain professional services.

Non-GAAP reconciliation:

Free Cash Flow

Reconciliation of free cash flow (\$M)	Three months ended March 31,	
	2026	2025
Net cash provided by operating activities	\$471.5	\$404.7
Capital expenditures	(4.6)	(3.6)
Cash paid for restructuring and other charges ¹	6.7	10.2
Free cash flow	\$473.6	\$411.3

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 including tax and milestone payments related to previous acquisitions, incremental payments associated with certain professional services and third party payments incurred in relation to the refinancing of our long-term debt.

Non-GAAP reconciliation:

Free Cash Flow

Reconciliation of free cash flow (\$M)	Year ended December 31,				
	2021	2022	2023	2024	2025
Net cash provided by operating activities	\$829.3	\$979.7	\$1,047.6	\$1,287.7	\$1,599.4
Capital expenditures	(51.1)	(59.7)	(42.0)	(26.6)	(23.9)
Cash paid for acquisition-related costs ¹	64.9	37.9	11.2	16.2	10.4
Cash paid for restructuring charges ²	12.7	10.7	67.6	78.2	27.7
Free cash flow	\$855.8	\$968.6	\$1,084.4	\$1,355.5	\$1,613.6

¹ Cash paid for acquisition-related costs in 2021 includes \$29.4 million in compensatory payments expensed in connection with our acquisition of Poynt.

² Cash paid for restructuring and other charges includes payments pursuant to our restructuring activities, a payment related to the termination of a revenue sharing agreement, lease-related payments associated with closed facilities and lease abandonments, payments related to certain legal matters, third party payments incurred in relation to the refinancing of our long-term debt and incremental payments associated with professional services.

Non-GAAP reconciliation:

Net Debt

Reconciliation of net debt (\$M)	March 31, 2026
Current portion of long-term debt	15.1
Long-term debt	3,762.5
Unamortized original issue discount and debt issuance costs	45.5
Total debt	\$3,823.1
Less: cash and cash equivalents	(1,261.7)
Net debt	\$2,561.4

Non-GAAP reconciliation:
Constant Currency

Reconciliation of constant currency (\$M)

March 31, 2026

Revenue

1,266.9

Constant currency adjustment

(5.8)

Constant currency revenue

\$1,261.1

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.

Constant currency is calculated by translating bookings and revenue for each month in the current period using the foreign currency exchange rates for the corresponding month in the prior period, excluding any hedging gains or losses realized during the period. We believe constant currency information is useful in analyzing underlying trends in our business by eliminating the impact of fluctuations in foreign currency exchange rates and allows for period-to-period comparisons of our performance.

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 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.

Non-GAAP financial measures and other operating and business metrics

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.

Gross payments volume (GPV) is an operating metric calculated by annualizing the total quarterly dollar value of transactions processed through our payments platform. GPV is representative of the volume of transactions in which we record transaction revenue based on our payment processing rate.

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 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.

Q1 2026 Earnings Results

April 30, 2026



© 2026 GoDaddy Inc.



Ryn Scull
Scull House Sweets
SCULLHOUSEWEETS.COM