Q2 2026
Earnings Results

July 30, 2026

GoDaddy

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® and Airo.ai; changes in product mix; our development of and involvement in infrastructure initiatives, including Agent Name Service (ANS) and Agentic 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 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 products and services; 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 offerings and services, and within our operations; 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; 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

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

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Airo: The centerpiece of our AI transformation

Single platform serving as the agentic operating system for small businesses

Immersive AI experience with ability to build whatever a small business needs to operate

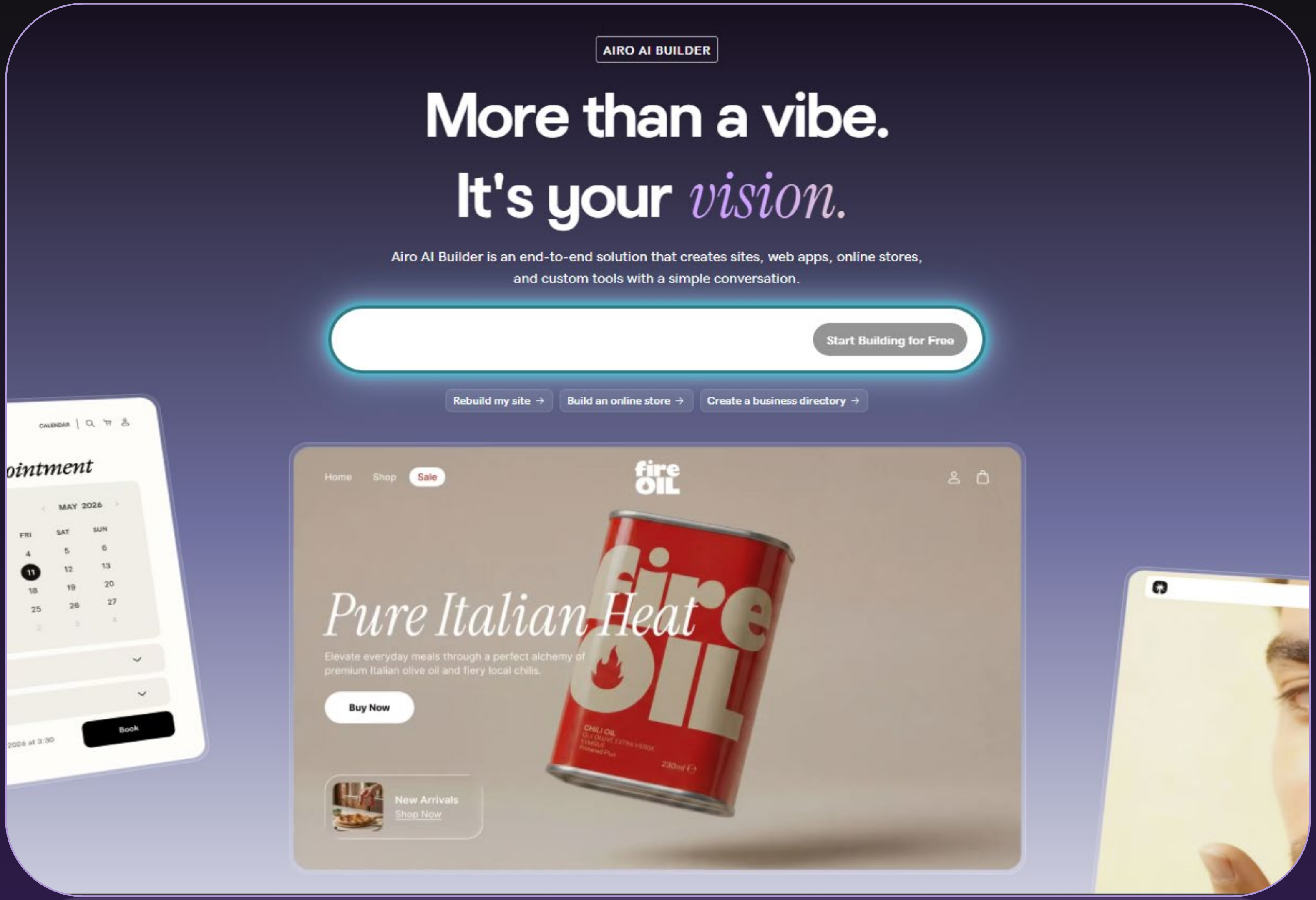
Strong organic adoption and positive customer feedback

The evolution of Airo

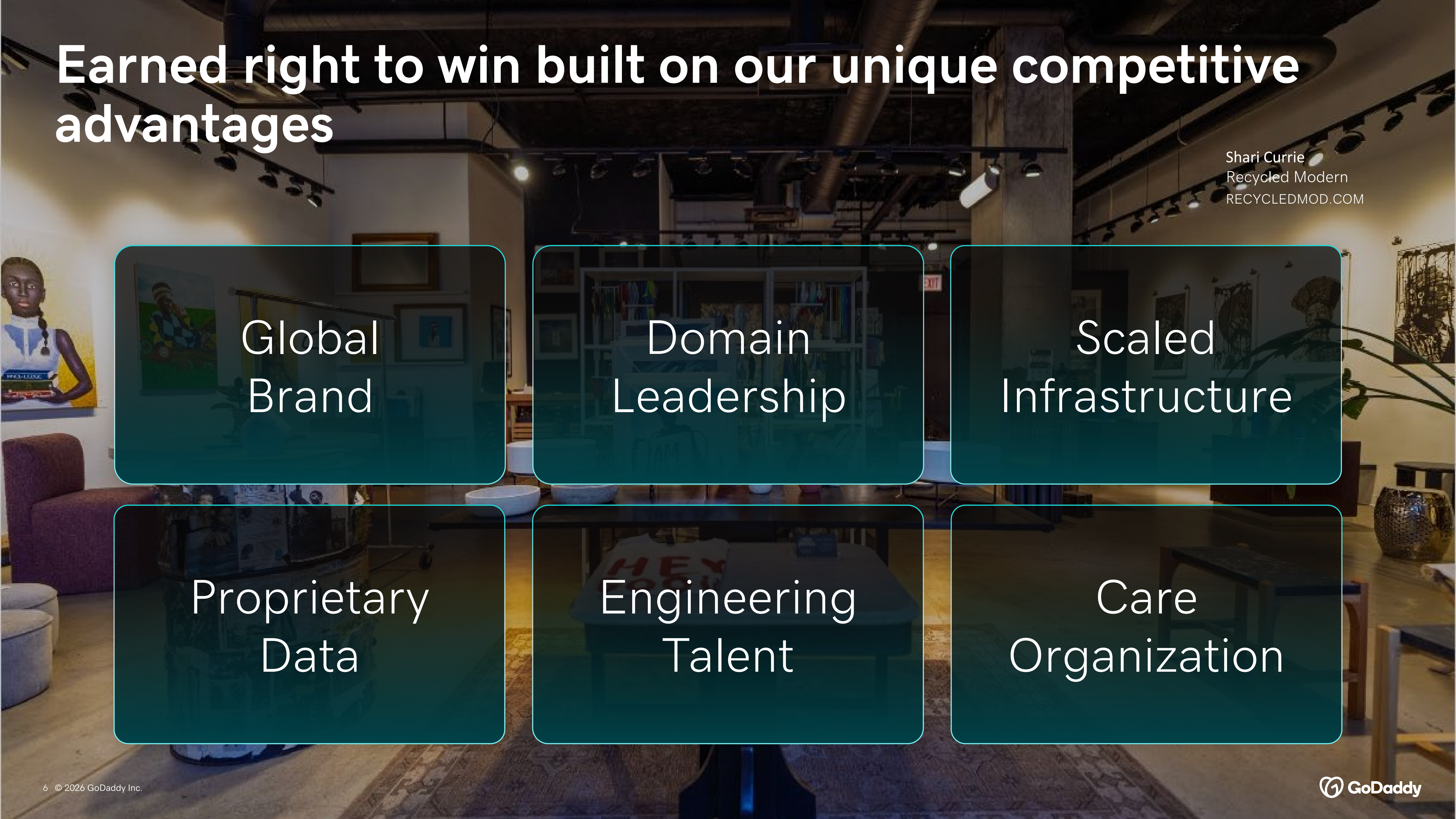
Achieved annualized bookings run rate of $50M, a 5x increase since last quarter

Driving high customer satisfaction

Actively testing Airo in domains purchase path



Earned right to win built on our unique competitive advantages



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Global Brand	Domain Leadership	Scaled Infrastructure
Proprietary Data	Engineering Talent	Care Organization

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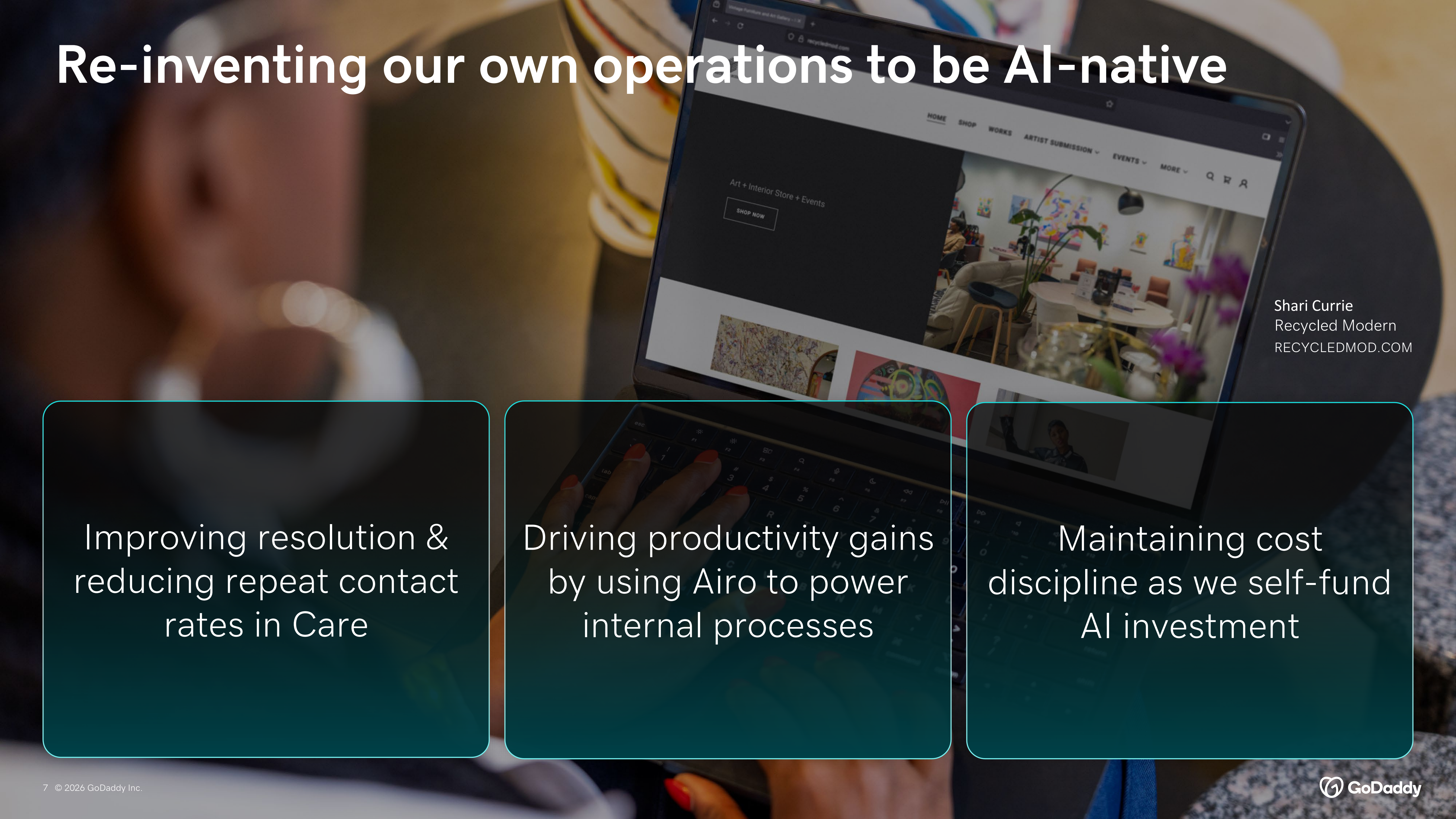
Re-inventing our own operations to be AI-native



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Improving resolution & reducing repeat contact rates in Care

Driving productivity gains by using Airo to power internal processes

Maintaining cost discipline as we self-fund AI investment

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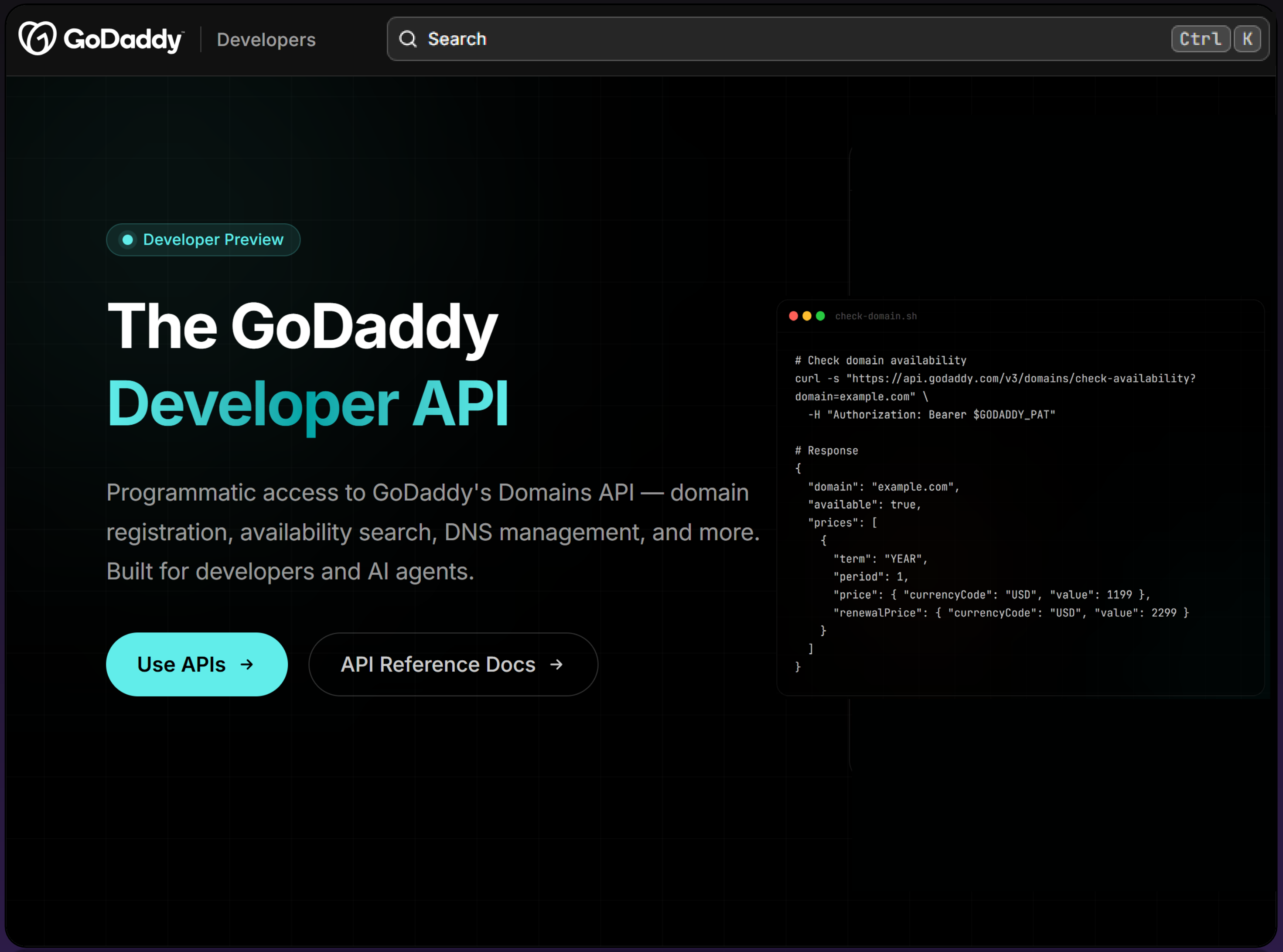
APIs and the AI Ecosystem

Doubling down on APIs designed for use by AI agents and LLMs

Launched the GoDaddy Developer Platform for managing domains directly within existing tools

Expanding API access over time to broader capabilities such as Hosting and Commerce



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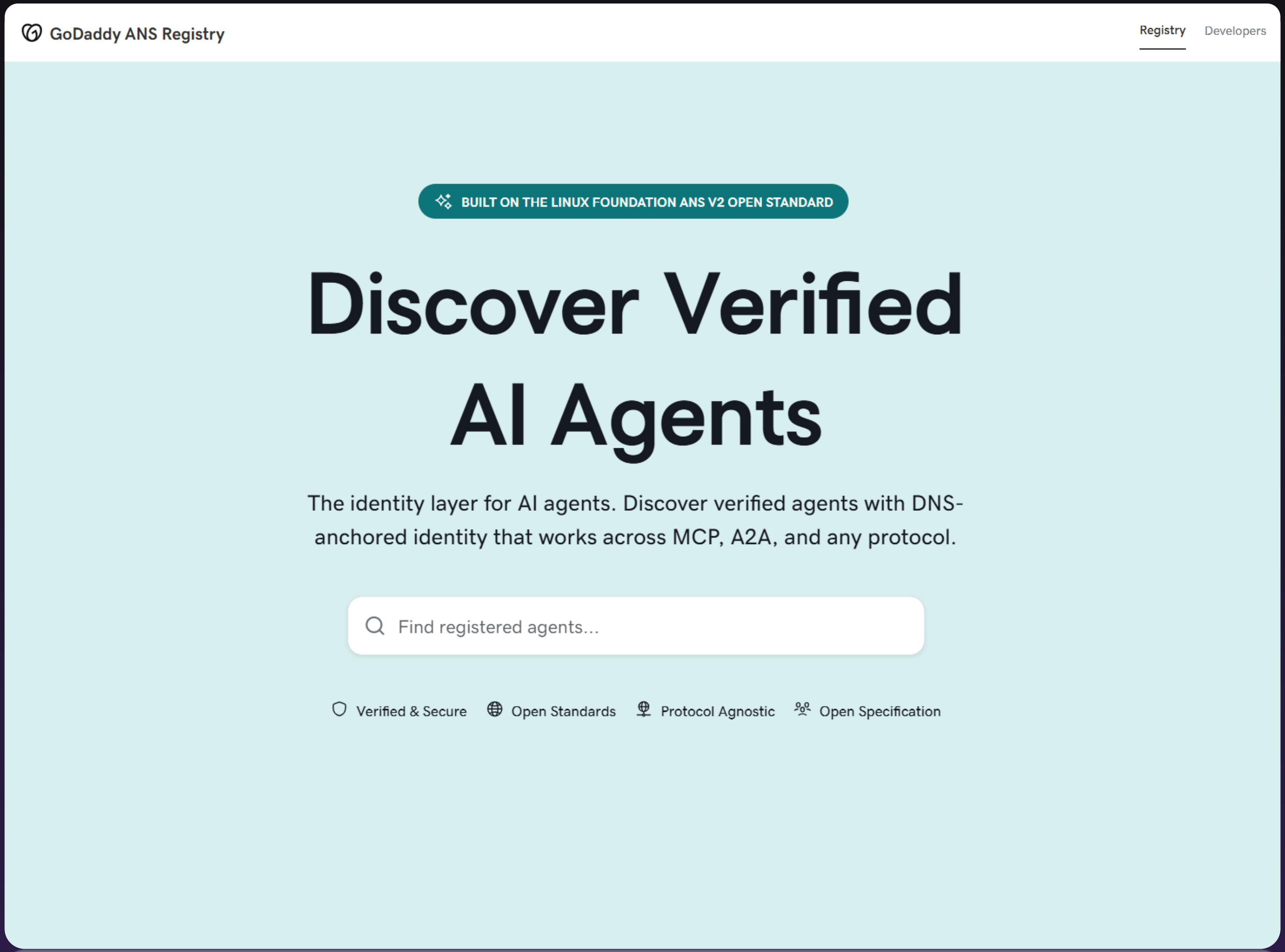
Agent Name Service: Extending digital identity in the agentic era

Expanding strategic alliances to help shape the infrastructure of the agentic web

Advancing open standard for identity and discovery through DNS

Contributing Agent Name Service (ANS) to the Linux Foundation



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Agentic Resource Discovery Specification: Unlocking agent discovery

Co-developing the Agentic Resource Discovery specification (ARD) alongside leading tech and AI firms

Enabling instant discovery of AI tools, skills and agents through the ARD specification

Positioning domains as a trusted foundation for identity and discovery in an AI-driven internet

Contributors to the Agentic Resource Discovery specification

Cisco | databricks | GitHub | GoDaddy
Google | Hugging Face | Microsoft | NVIDIA
salesforce | servicenow | snowflake

Partnering with our customers at every point on the **Entrepreneur's Wheel**

Q2 2026 progression towards GoDaddy's North Star

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7%

Total revenue growth

33%

NEBITDA margin

$1.73B

TTM free cash flow

127M fully diluted shares outstanding

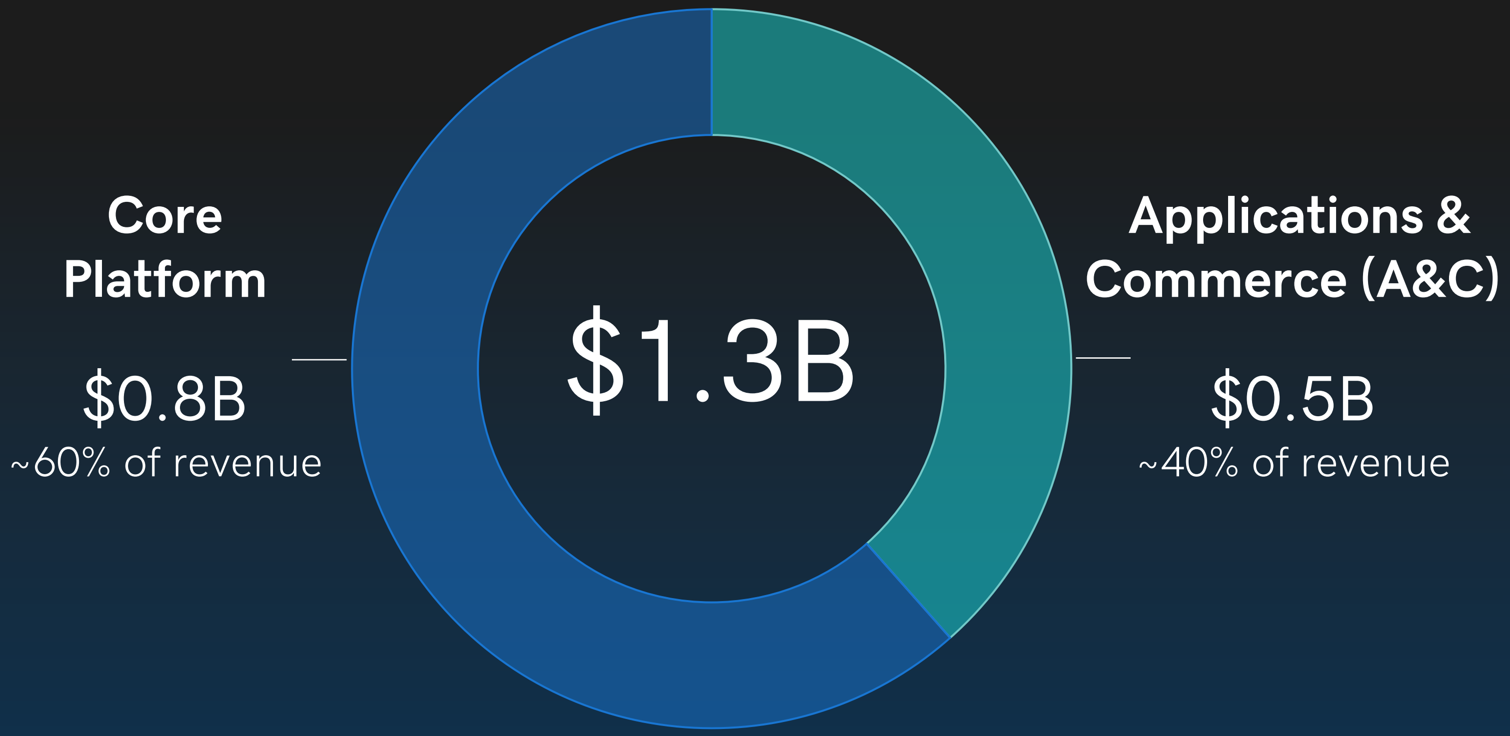
Q2 2026 revenue

7%
Total revenue growth

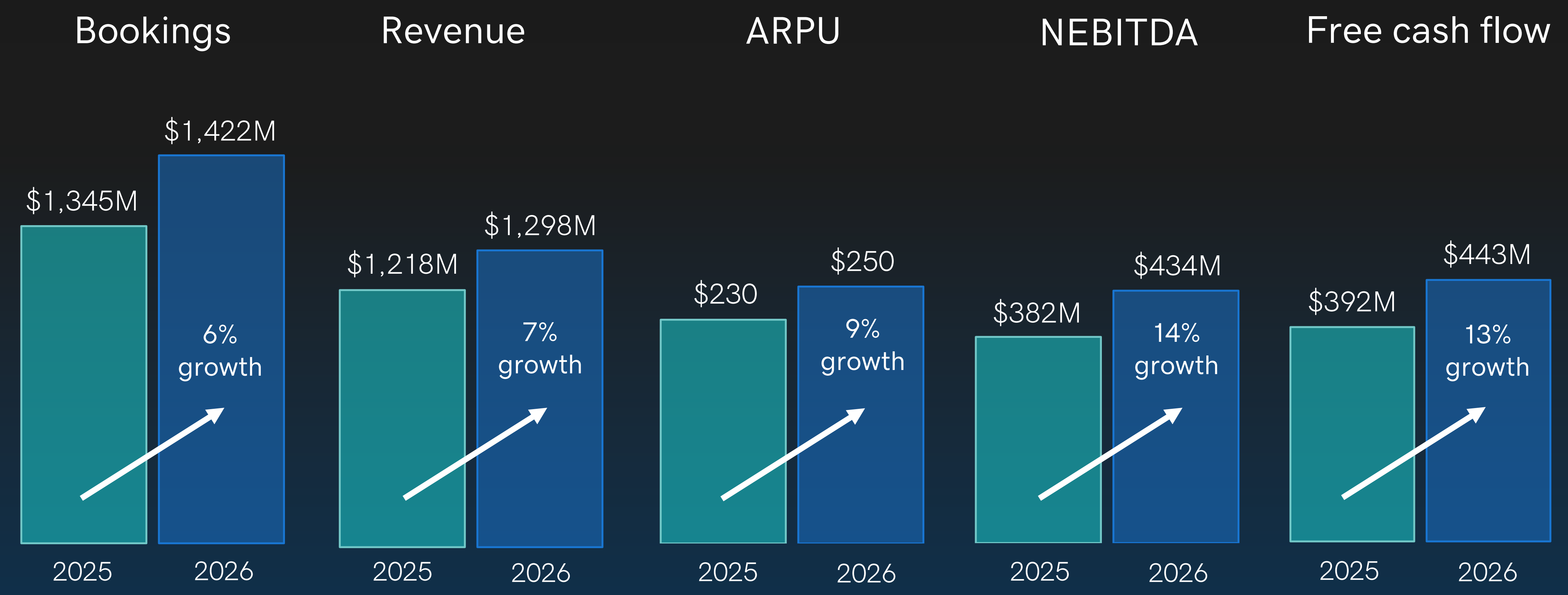
11%
A&C revenue growth

4%
Core Platform revenue growth

Total revenue



Q2 2026 financial results



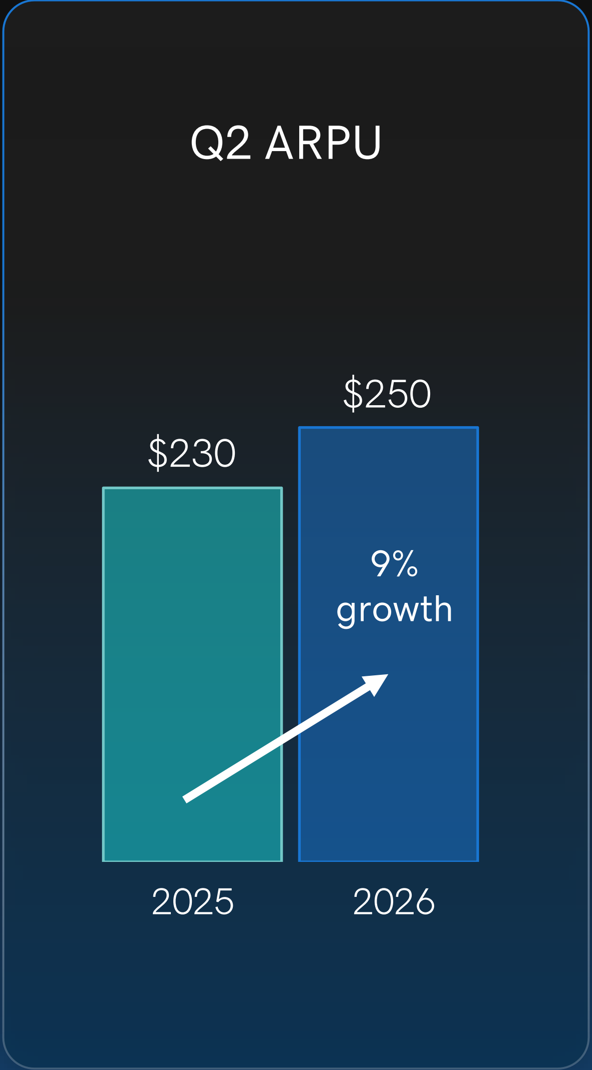
High-quality cohorts driving ARPU expansion

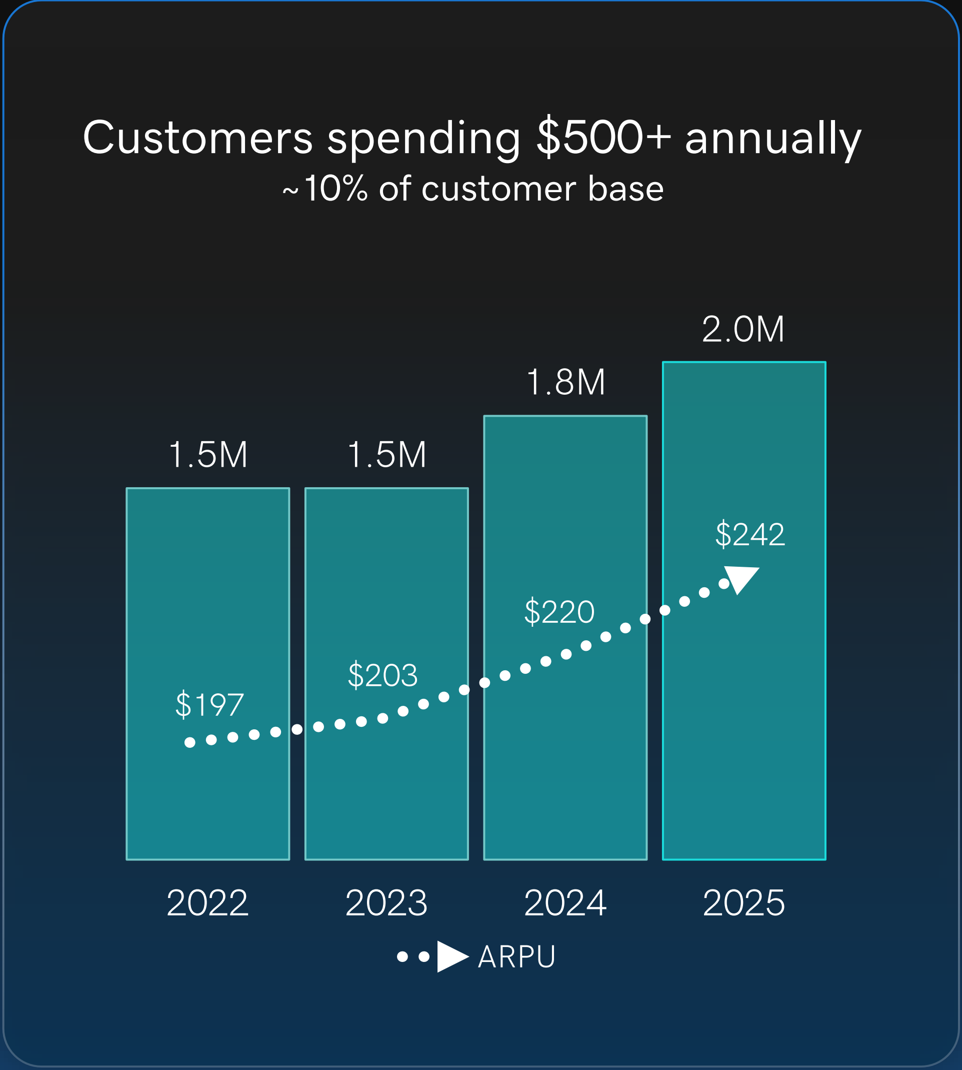
85%+

Customer retention

9%

ARPU growth





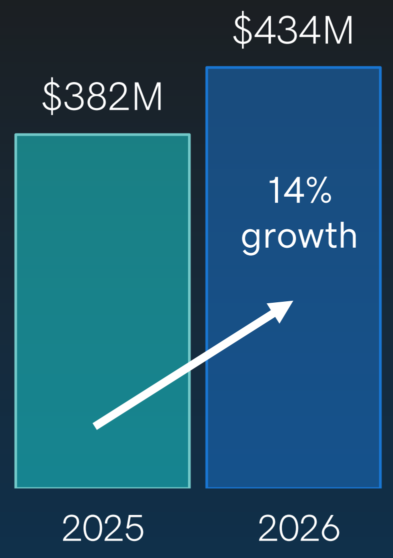
Disciplined execution driving sustained margin expansion

14%
NEBITDA growth

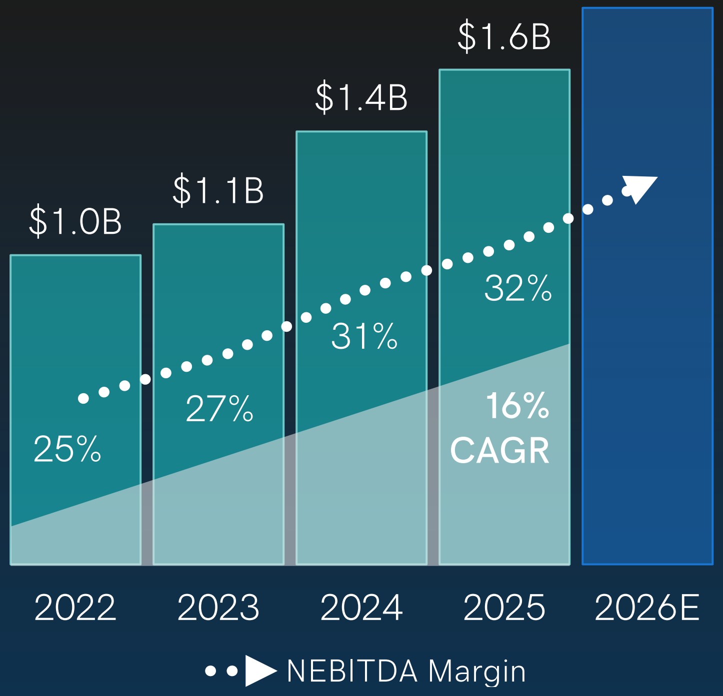
33%
NEBITDA margin

210 bps
NEBITDA margin expansion

Q2 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

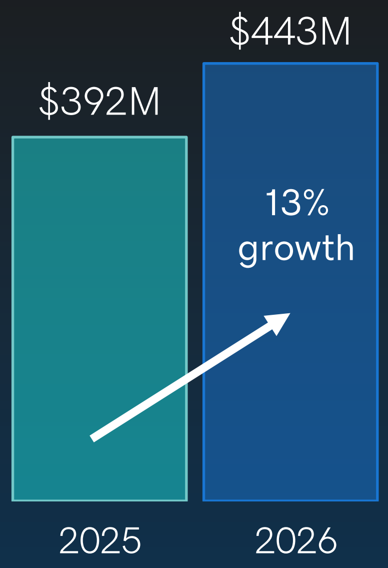
13%

Free cash flow growth

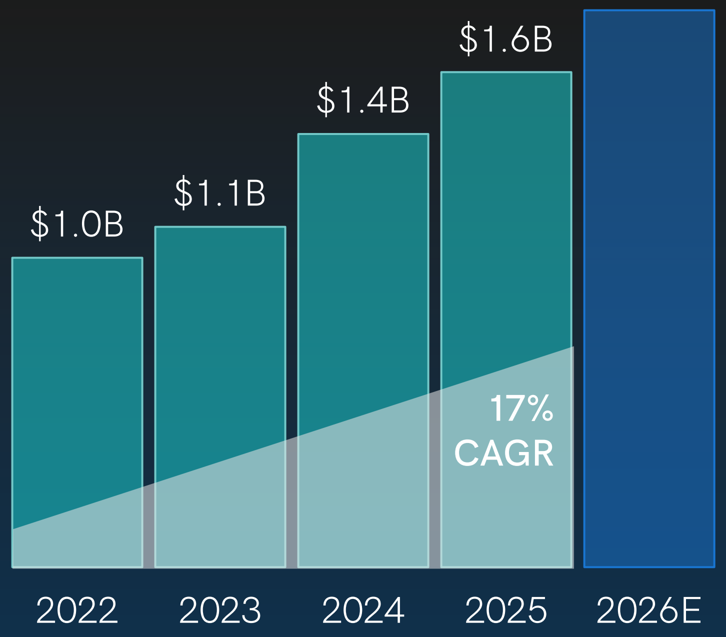
>1:1

Free cash flow conversion

Q2 free cash flow



Annual free cash flow



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

Balance sheet and liquidity

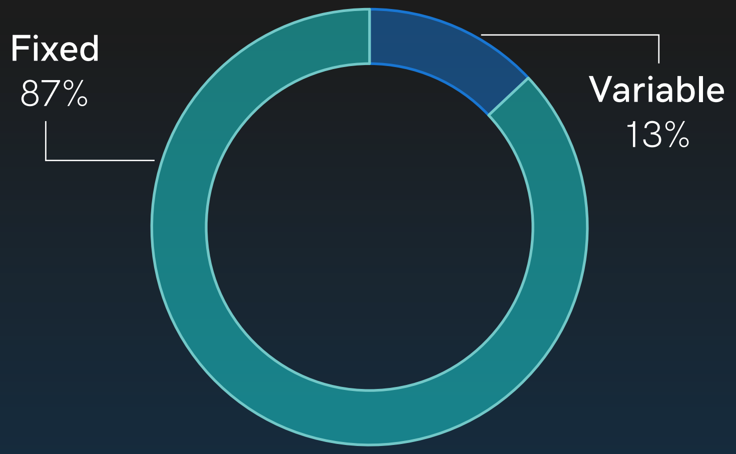
$1.2B
Cash

$2.2B
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%

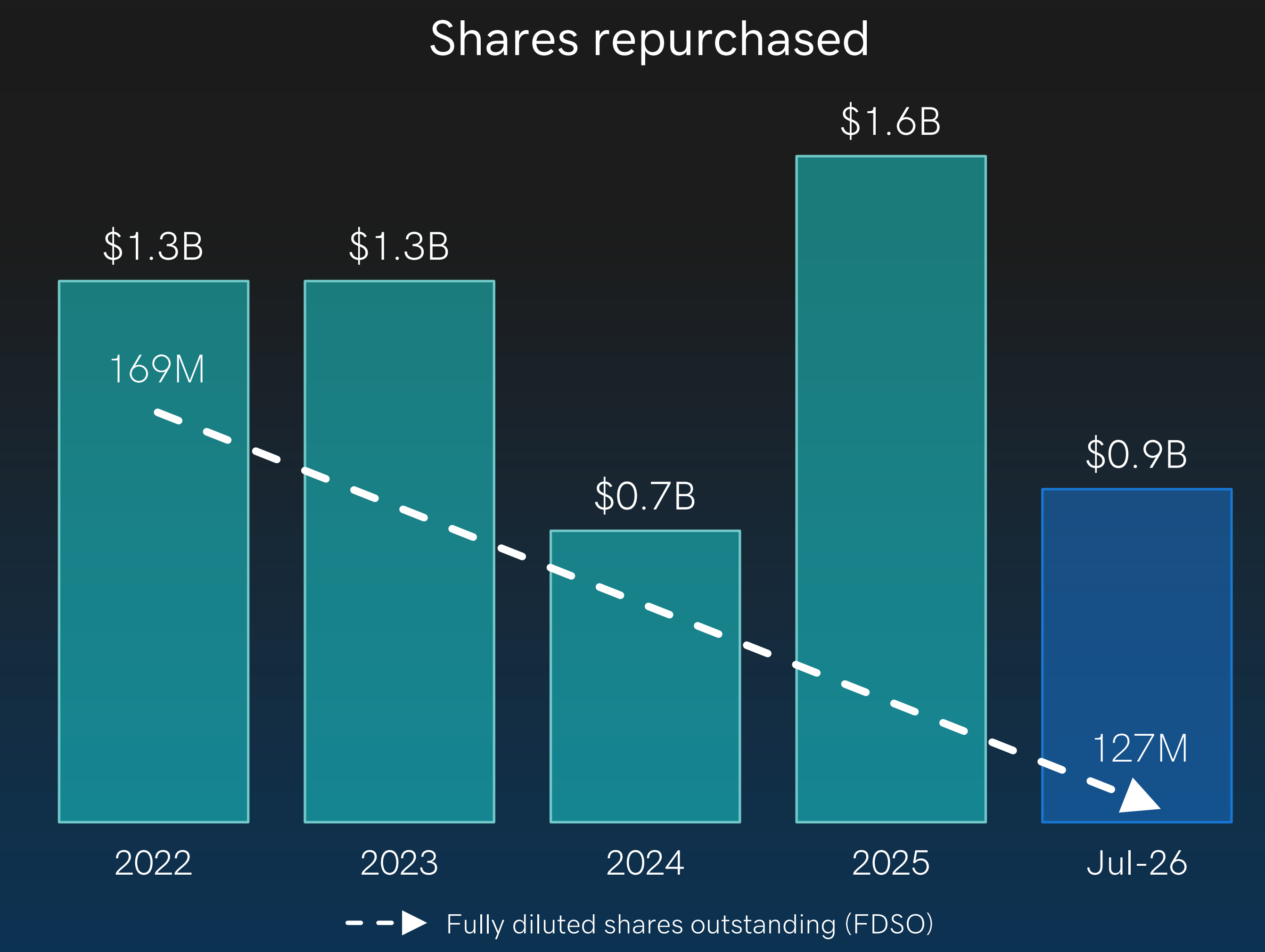
FCF deployed to buyback shares over the last 4 years

7%

Reduction in FDSO YTD

$0.9B

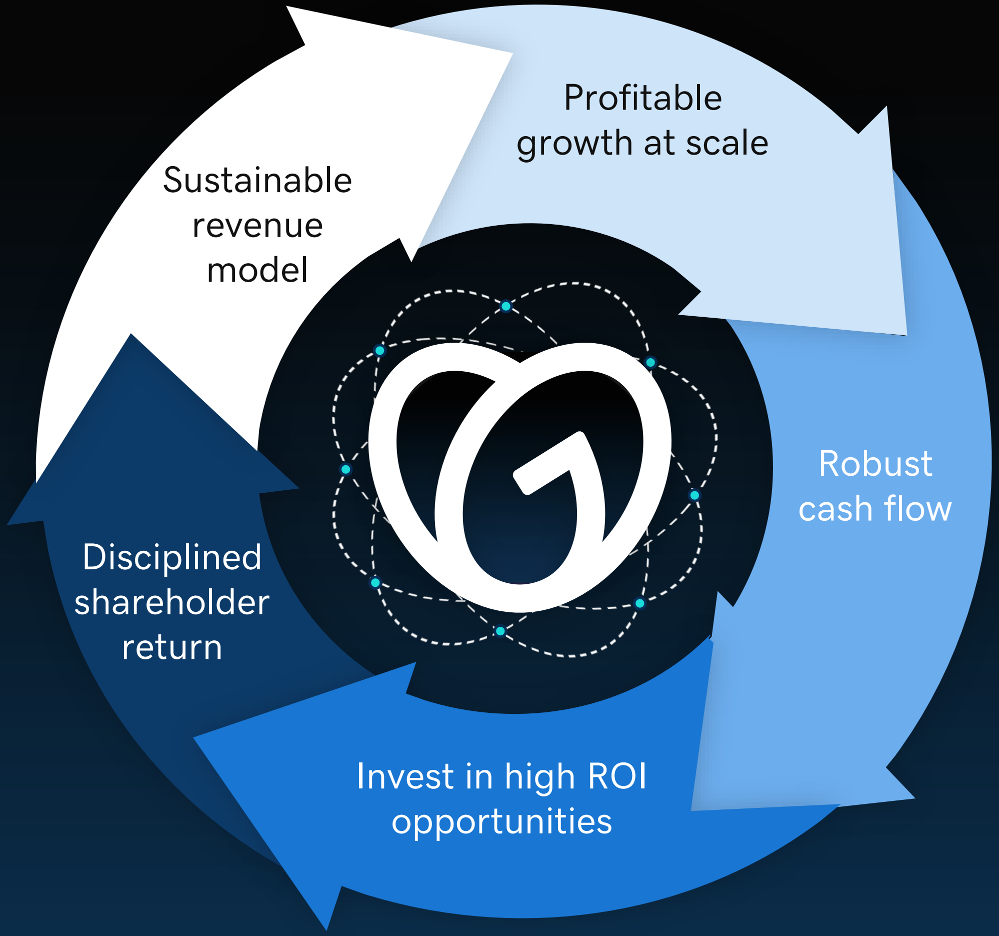
YTD repurchases



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

Outlook	Q3 2026	2026
Revenue	$1.315B - $1.335B	$5.215B - $5.255B
Segment growth rates:		
Applications & Commerce	Low double-digits	
Core Platform	Low single-digits	
NEBITDA margin	~33%	33%+
Free cash flow		~$1.8B

GoDaddy investment thesis



Durable revenue growth, margin expansion and disciplined capital allocation maximizing free cash flow

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Appendix

Delivered at or ahead of all Q2 2026 targets

Key metrics		Q2 2026	Q2 2025	Growth/ Expansion	Q2 Guidance*
Revenue	✓	$1,298M	$1,218M	**7%**	$1.285B - $1.305B
Applications & Commerce revenue	✓	$515M	$464M	**11%**	Low double-digits
Core Platform revenue	✓	$783M	$754M	**4%**	Low single-digits
Normalized EBITDA margin	✓	33.4%	31.3%	**210 bps**	~33%
Free cash flow	✓	$443M	$392M	**13%**	
Fully diluted shares outstanding	✓	127M	142M	**(11%)**	

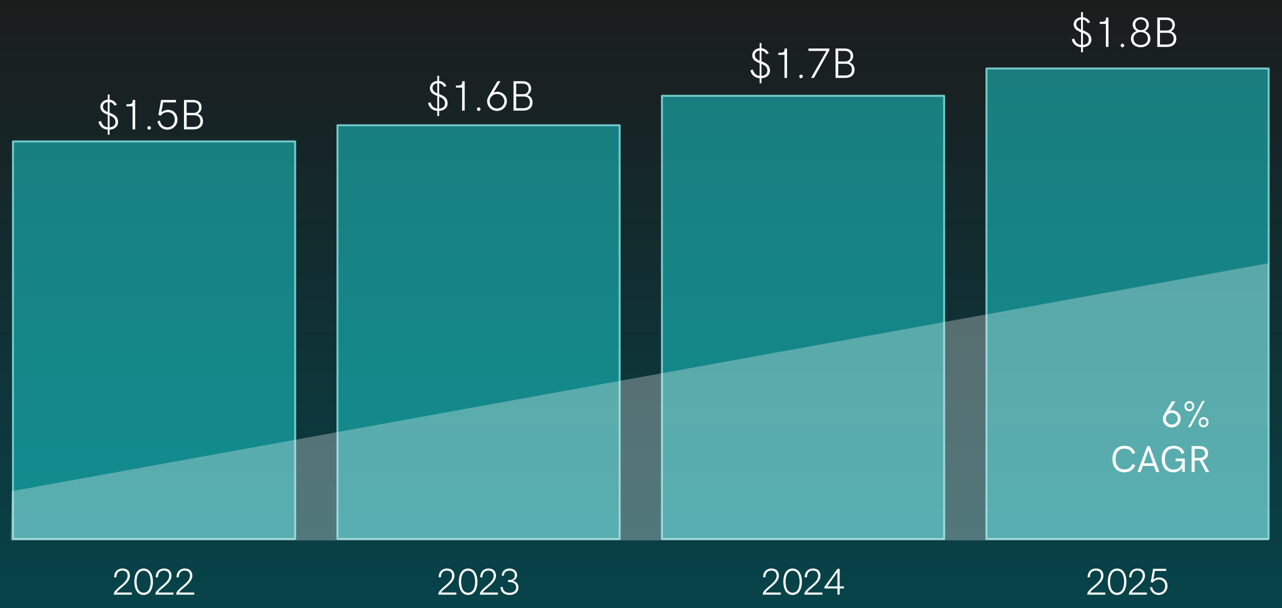
* Reflects guidance provided during Q1 2026 earnings

Primary domains revenue

Durable subscription business

Q2 domains revenue

Annual domains revenue



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

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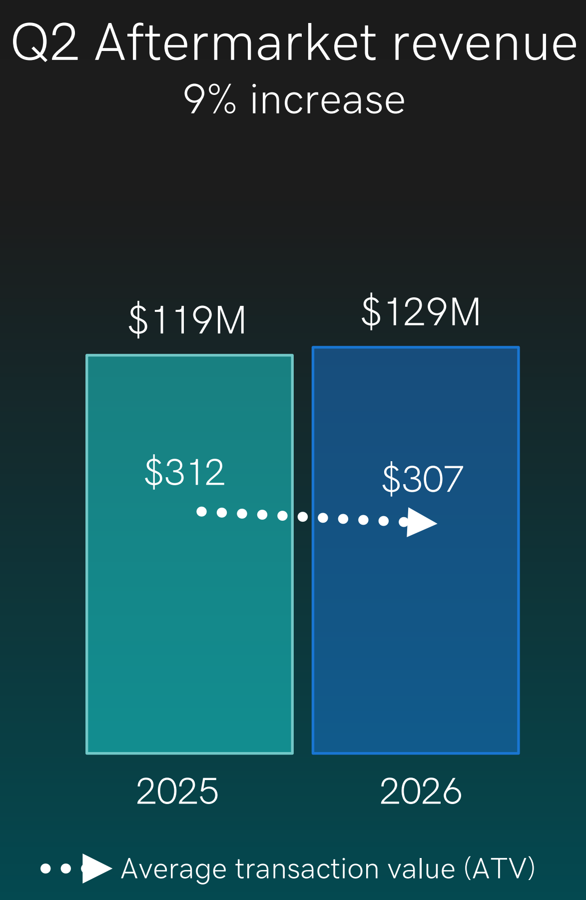
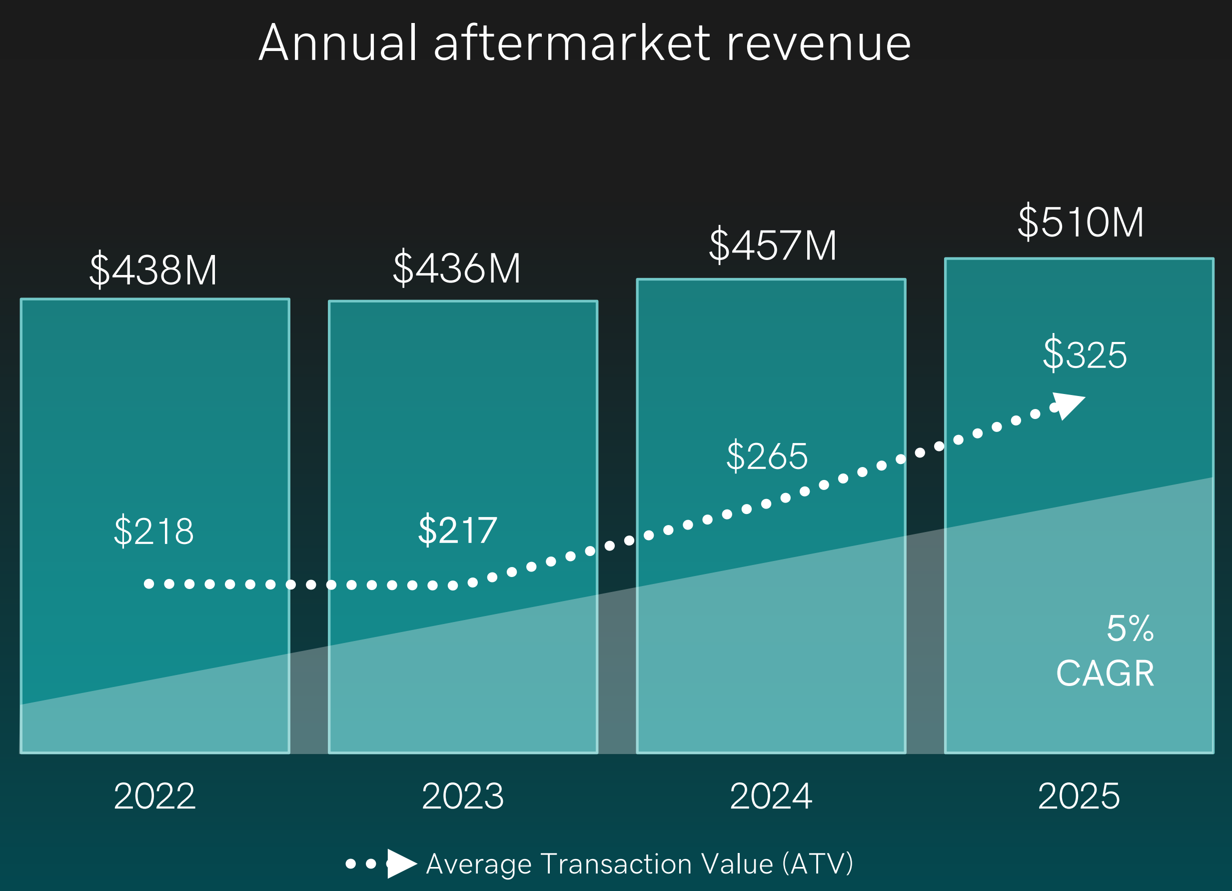
Aftermarket revenue

Transactional business subject to global macro-economic conditions





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

Non-GAAP reconciliation:

NEBITDA & NEBITDA Margin

Reconciliation of NEBITDA ($M)	Three months ended June 30, 2026	Three months ended June 30, 2025
Net income	$240.1	$199.9
Depreciation and amortization	13.3	30.6
Equity-based compensation expense	70.2	81.0
Interest expense, net of interest income	26.7	29.5
Restructuring and other[1]	6.9	1.5
Provision for income taxes	76.9	39.2
Total NEBITDA	$434.1	$381.7
Net income margin	18.5%	16.4%
NEBITDA margin	33.4%	31.3%

[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, 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, 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 June 30, 2026	Three months ended June 30, 2025
Net cash provided by operating activities	**$442.5**	**$379.9**
Capital expenditures	(5.1)	(4.1)
Cash paid for restructuring and other charges[1]	6.1	15.7
Free cash flow	**$443.5**	**$391.5**

[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 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,			
	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, 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:

Net Debt

Reconciliation of net debt ($M)	June 30, 2026
Current portion of long-term debt	15.0
Long-term debt	3,759.4
Unamortized original issue discount and debt issuance costs	42.5
Total debt	**$3,816.9**
Less: cash and cash equivalents	(1,155.5)
Net debt	**$2,661.4**

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 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.

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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