

Forward-Looking Statements

This presentation contains “forward-looking statements” within the meaning of the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995, including but not limited to, statements regarding our business, product, strategy and user growth, retention and monetization plans and trends, the plans and advances of our developers, our investment strategy, including our capital allocation strategy, our opportunities for and expectations of improvements in growth rate, particularly bookings, the benefits of our product and operational initiatives, including our “group grid,” our expectation of successfully executing such strategies and plans, our employee recruitment plans our commitment to contain share dilution, our expectations for our quarterly and monthly financial and operational results and future growth rates, our estimates of infrastructure expenses for the balance of the year, and our expectations of future net losses. These forward-looking statements are made as of the date they were first issued and were based on current expectations, estimates, forecasts, and projections as well as the beliefs and assumptions of management. Words such as “expect,” “envision,” “anticipate,” “should,” “believe,” “hope,” “target,” “continue,” “project,” “plan,” “goals,” “opportunity,” “estimate,” “potential,” “predict,” “may,” “will,” “might,” “could,” “intend,” “shall,” and “suggest,” and variations of these terms or the negative of these terms and similar expressions are intended to identify these forward-looking statements. Forward-looking statements are subject to a number of risks and uncertainties, many of which involve factors or circumstances that are beyond our control. Our actual results could differ materially from those stated or implied in forward-looking statements due to a number of factors, including but not limited to risks detailed in our filings with the Securities and Exchange Commission (the “SEC”), including our annual reports on Form 10-K, our quarterly reports on Form 10-Q and other filings and reports we make with the SEC from time to time. In particular, the following factors, among others, could cause results to differ materially from those expressed or implied by such forward-looking statements: our ability to successfully execute our business and growth strategy; the sufficiency of our cash and cash equivalents to meet our liquidity needs; the impact of our senior notes and any future indebtedness on our business, financial condition and results of operations; the demand for our platform in general; our ability to increase our number of new users and revenue generated from users; our ability to retain and expand our user base; the impact of the COVID-19 pandemic and other macro-economic trends (including currency exchange rates and inflation) on our business and the easing of restrictions related to the COVID-19 pandemic; the fluctuation of our results of operations and our key business measures on a quarterly basis in future periods, including as a result of changes in our accounting estimates; our ability to successfully develop and deploy new technologies to address the needs of our users; our ability to maintain and enhance our brand and reputation; our ability to hire and retain talent; news or social media coverage about Roblox, including but not limited to coverage that presents, or relies on, inaccurate, misleading, incomplete, or otherwise damaging information; any breach or access to user or third-party data; and our ability to maintain the security and availability of our platform. Additional information regarding these and other risks and uncertainties that could cause actual results to differ materially from our expectations is included in the reports we have filed or will file with the SEC, including our annual reports on Form 10-K and our quarterly reports on Form 10-Q.

The forward-looking statements included in this presentation represent our views as of the date of this presentation. We anticipate that subsequent events and developments will cause our views to change and all of our Key Metrics Estimates are subject to normal quarter end review and potential adjustments. We undertake no intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. These forward-looking statements should not be relied upon as representing our views as of any date subsequent to the date of this presentation. Past performance is not necessarily indicative of future results and quarterly performance may materially differ from aggregation of the monthly Key Metrics for each month within the quarter.

Non-GAAP Financial Measures

This presentation contains the non-GAAP financial measures bookings, free cash flow, and Adjusted EBITDA. We use this non-GAAP financial information to evaluate our ongoing operations, for internal planning and forecasting purposes, and ongoing operating trends for purposes of analyzing the covenants specified in the indenture that governs the 2030 Notes. We believe that this non-GAAP financial information may be helpful to investors because it provides consistency and comparability with past financial performance.

Bookings is defined as revenue plus the change in deferred revenue during the period and other non-cash adjustments. Bookings is equal to the amount of virtual currency purchased by users in a given period of measurement. We believe bookings provide a timelier indication of trends in our operating results that are not necessarily reflected in our revenue as a result of the fact that we recognize the majority of revenue over the estimated average lifetime of a paying user. The change in deferred revenue constitutes the vast majority of the reconciling difference from revenue to bookings. By removing these non-cash adjustments, we are able to measure and monitor our business performance based on the timing of actual transactions with our users and the cash that is generated from these transactions.

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

Adjusted EBITDA is a measure of operating performance used in certain covenant calculations specified in the indenture governing our senior notes due 2030 that is not calculated in accordance with GAAP and may not conform to the calculation of EBITDA in other circumstances. Adjusted EBITDA should not be considered as a substitute for net loss as determined in accordance with GAAP. We believe that, when considered together with reported amounts, Adjusted EBITDA is useful to investors and management in understanding our ongoing operations and ongoing operating trends for purposes of analyzing the covenants specified in the indenture governing our senior notes due 2030.

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

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

Note Regarding Operating Metrics

We manage our business by tracking several operating metrics, including those listed below. As a management team, we believe each of these operating metrics provides useful information to investors and others. For information concerning these metrics as measured by us, see “Management’s Discussion and Analysis of Financial Condition and Results of Operations.”

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

We believe that these metrics are reasonable estimates of our user base for the applicable period of measurement, and that the methodologies we employ and update from time-to-time to create these metrics are reasonable bases to identify trends in user behavior. Because we update the methodologies we employ to create our metrics, our DAUs or other metrics may not be comparable to those in prior periods. Additionally, the accuracy of these metrics may be affected by certain factors relating to user activity and systems and our ability to identify and detect attempts to replicate legitimate user activity, often referred to as botting.

Daily active users, or DAUs

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

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

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

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

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

Note Regarding Operating Metrics (cont'd)

Hours engaged

We define hours engaged as the time spent by our users on the platform, which includes time spent in experiences, which refer to the titles that have been created by developers, and within platform features such as chat and avatar personalization. Users can personalize the size and body shape of their avatars as well as equip their avatars with items acquired from the Avatar Marketplace, a marketplace that allows users to acquire items such as clothing, gear, simulated gestures, or emotes, and other accessories.

We calculate total hours engaged as the aggregate of user session lengths in a given period. We determine this length of time using internal company systems that track user activity on our platform, and aggregate discrete activities into a user session.

Average Bookings per Daily Active User, or ABPDAU

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

New monthly unique payers

We define new monthly unique payers as payers that made their first purchase on the platform, or via redemption of prepaid cards, during the month. Average new monthly unique payers for a specified period is the average of the new monthly unique payers for each month during that period. For example, the average new monthly unique payers for the quarter ending September 30, 2022, is the average of the new monthly unique payers for July 2022, August 2022, and September 2022.

Returning monthly unique payers

We define returning monthly unique payers as payers that have made a purchase on the platform, or via redemption of prepaid cards, in any prior month. Average returning monthly unique payers for a specified period is the average of the returning monthly unique payers for each month during that period. For example, the average returning monthly unique payers for the quarter ending September 30, 2022, is the average of the returning monthly unique payers for July 2022, August 2022, and September 2022.

Monthly repurchase rate

We define monthly repurchase rate as the returning monthly unique payers in the current month, divided by the sum of the prior month's new monthly unique payers and returning monthly unique payers. Average monthly repurchase rate for a specified period is the average of the monthly repurchase rates for each month during that period. For example, the average monthly repurchase rate for the quarter ending September 30, 2022, is the average of the monthly repurchase rates for July 2022, August 2022, and September 2022.

Bookings per monthly unique payer

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

Revenue, Deferred Revenue, and Bookings Illustration

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

- User spends **\$30** on the Roblox platform to purchase 3,000 Robux
- User spends Robux (on average, within 3 days¹) on the platform to purchase:

Durable Virtual Items² = 2,800 Robux, or \$28

GAAP Revenue Recognition

Revenue is recognized over lifetime of paying user³

\$28 bookings / 28 months³ = \$1 per month



Recognized in Month 1

Bookings recognized = \$30

Revenue recognized = \$1
(associated with durable items)

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

Consumable Virtual Items² = 200 Robux, or \$2

GAAP Revenue Recognition

Revenue is recognized immediately upon consumption

\$2 bookings in month of purchase

Revenue recognized = \$2
(associated with consumable items)

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

¹Average number of days it takes our users to spend Robux upon purchase.

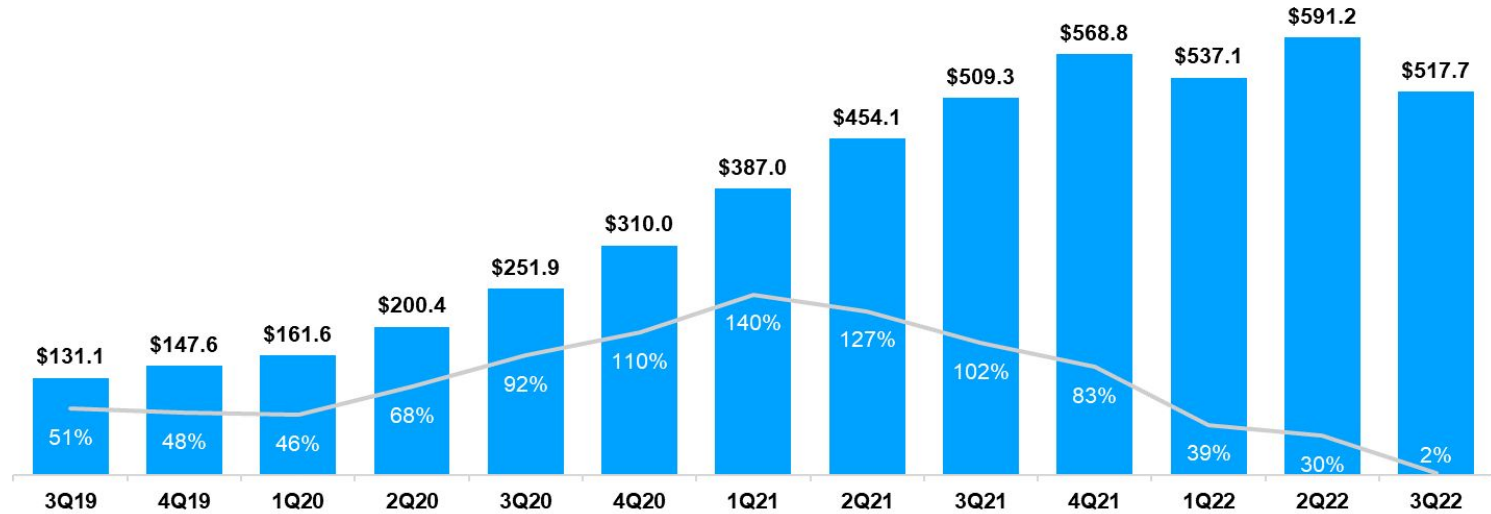
²For the three months ended September 30, 2022, durable virtual items accounted for 89% of Roblox platform revenue and consumable virtual items accounted for 11%. For the purpose of the example, we did not apply these exact percentages.

³For the three months ended September 30, 2022 the average lifetime for a paying user was 28 months.

Revenue

(\$ in millions, unaudited)

— Year over year growth %



In Q3 of 2022 our estimated user life changed from 25 months to 28 months. Based on the carrying amount of deferred revenue and deferred cost of revenue as of June 30, 2022, the change resulted in a decrease in revenue during the three months ended September 30, 2022 by \$111.0 million.

In Q1 of 2022 our estimated user life changed from 23 months to 25 months.

Four Main Expense Buckets

Cost of Revenue

Developer Exchange Fees

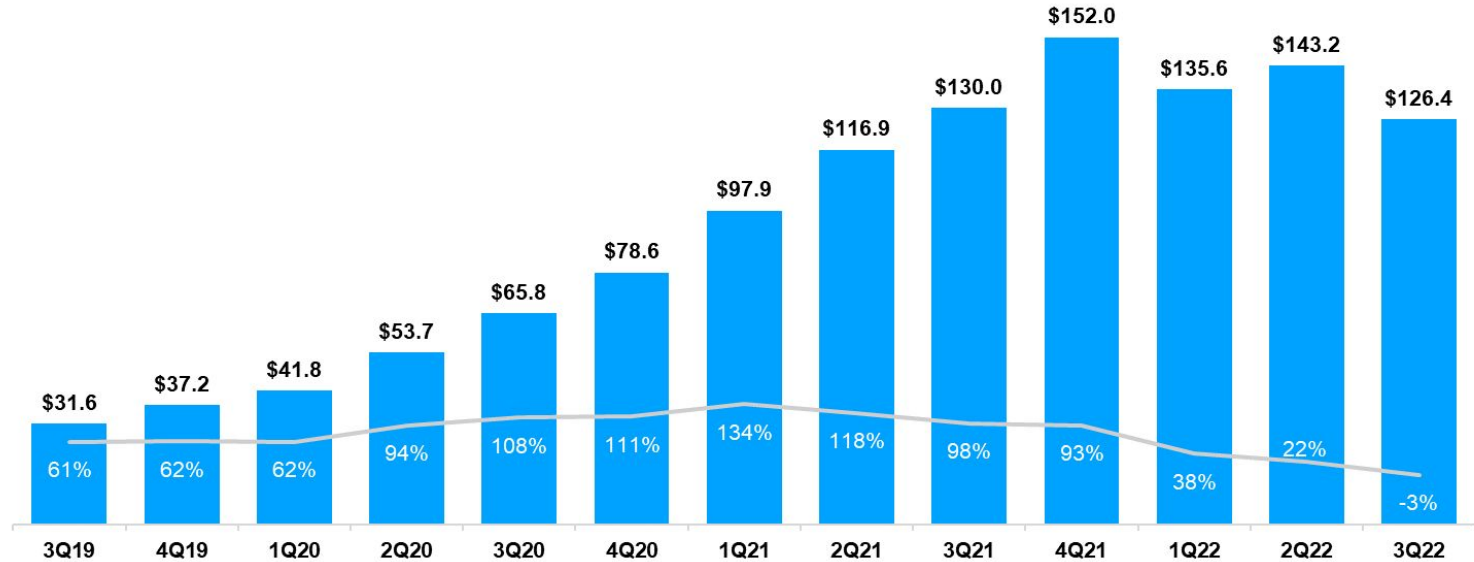
Personnel Costs excl. Stock-Based Compensation¹

Certain Infrastructure and Trust & Safety²

Cost of Revenue

(\$ in millions, unaudited)

— Year over year growth %



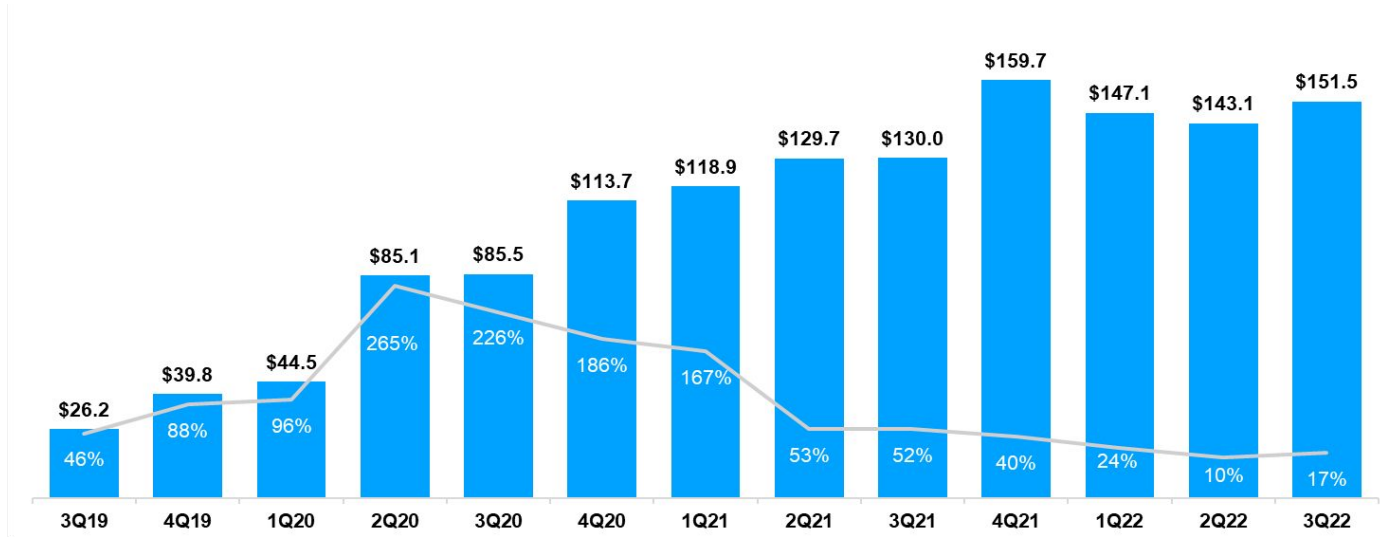
In Q3 of 2022 our estimated user life changed from 25 months to 28 months. Based on the carrying amount of deferred revenue and deferred cost of revenue as of June 30, 2022, the change resulted in a decrease in cost of revenue during the three months ended September 30, 2022 by \$25.5 million.

In Q1 of 2022 our estimated user life changed from 23 months to 25 months.

Developer Exchange Fees

(\$ in millions, unaudited)

— Year over year growth %

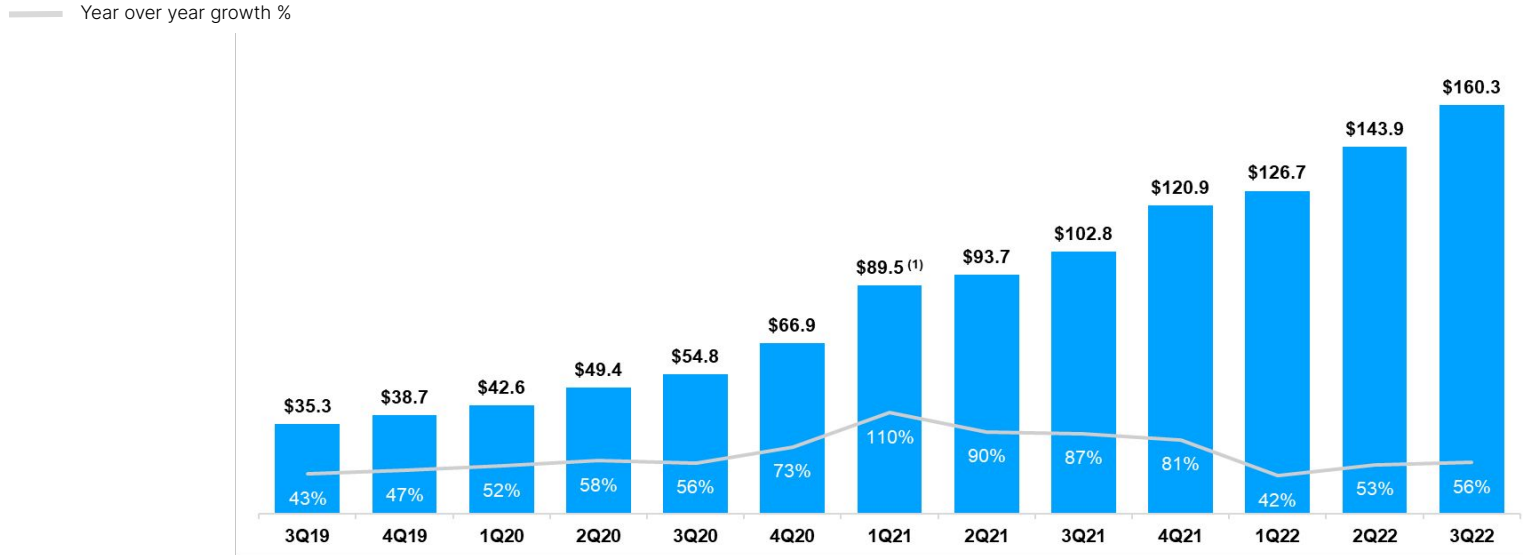


% of Revenue	20%	27%	28%	42%	34%	37%	31%	29%	26%	28%	27%	24%	29%
% of Bookings ¹	16%	17%	18%	17%	17%	18%	18%	19%	20%	21%	23%	22%	22%

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

Personnel Costs excl. Stock-Based Compensation

(\$ in millions, unaudited)



Headcount	~600	~600	~700	~800	~900	~1000	~1200	~1300	~1500	~1600	~1700	~1900	~2100
% of Revenue	27%	26%	26%	25%	22%	22%	23%	21%	20%	21%	24%	24%	31%
% of Bookings ²	21%	16%	17%	10%	11%	10%	14%	14%	16%	16%	20%	22%	23%

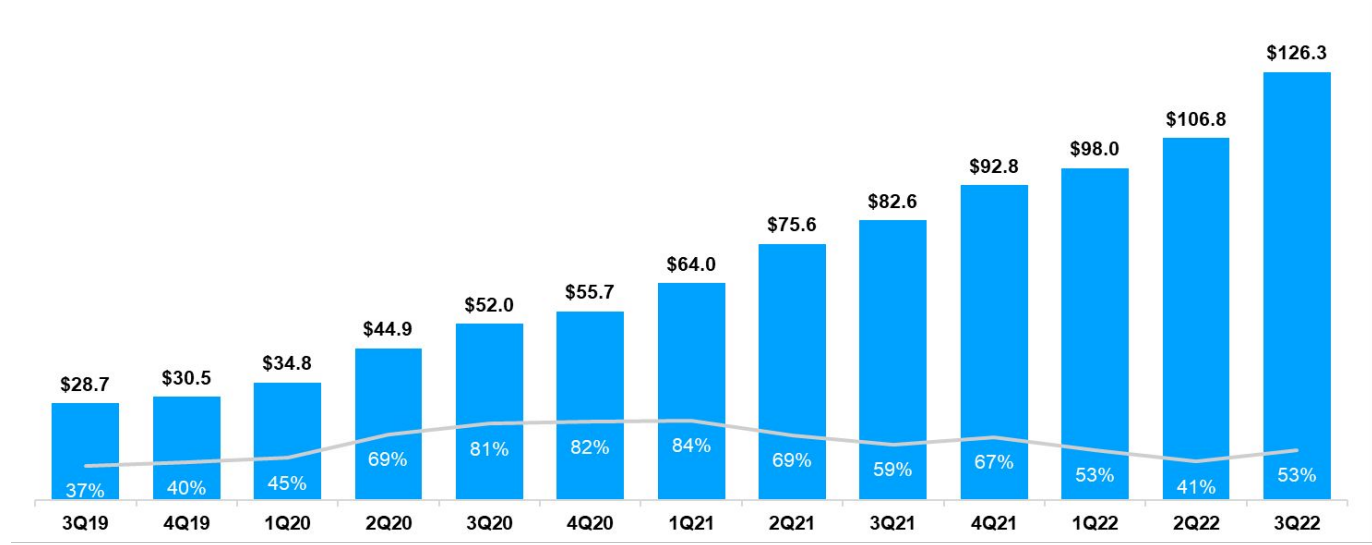
¹1Q21 expenses includes roughly \$13.0 million in employer taxes associated with transactions performed in connection with our Direct Listing. Excluding this item, Personnel expenses excl. Stock-Based Compensation would be \$76.5 million for the period (80% year over year).

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

Certain Infrastructure and Trust & Safety¹

(\$ in millions, unaudited)

— Year over year growth %



% of Revenue	22%	21%	22%	22%	21%	18%	17%	17%	16%	16%	18%	18%	24%
% of Bookings ²	17%	13%	14%	9%	10%	9%	10%	11%	13%	12%	16%	17%	18%

¹ Infrastructure and Trust & Safety excluding personnel, stock-based compensation, and depreciation expense.

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

GAAP Net Loss

(\$ in millions, unaudited)

	3 Months ended	
	9/30/2022	9/30/2021
Revenue	\$517,707	\$509,336
Cost of revenue	126,437	130,015
Developer exchange fees	151,470	129,952
Infrastructure & trust and safety	190,986	117,387
Research and development	235,551	138,245
General and administrative	81,165	51,584
Sales and marketing	32,105	19,599
Total cost and expenses	817,714	586,782
Loss from operations	(300,007)	(77,446)
Interest income	12,764	28
Interest expense	(10,005)	-
Other income/ (expense), net	(4,302)	(770)
Loss before income taxes	(301,550)	(78,188)
Provision for (benefit from) income taxes	352	(998)
Consolidated net loss	(301,902)	(77,190)
Net loss attributable to the noncontrolling interest	(4,104)	(3,188)
Net loss attributable to common stockholders	\$ (297,798)	\$ (74,002)

Non-GAAP Financial Discussion

Non-GAAP Financial Measures Reconciliation

Revenue to Bookings

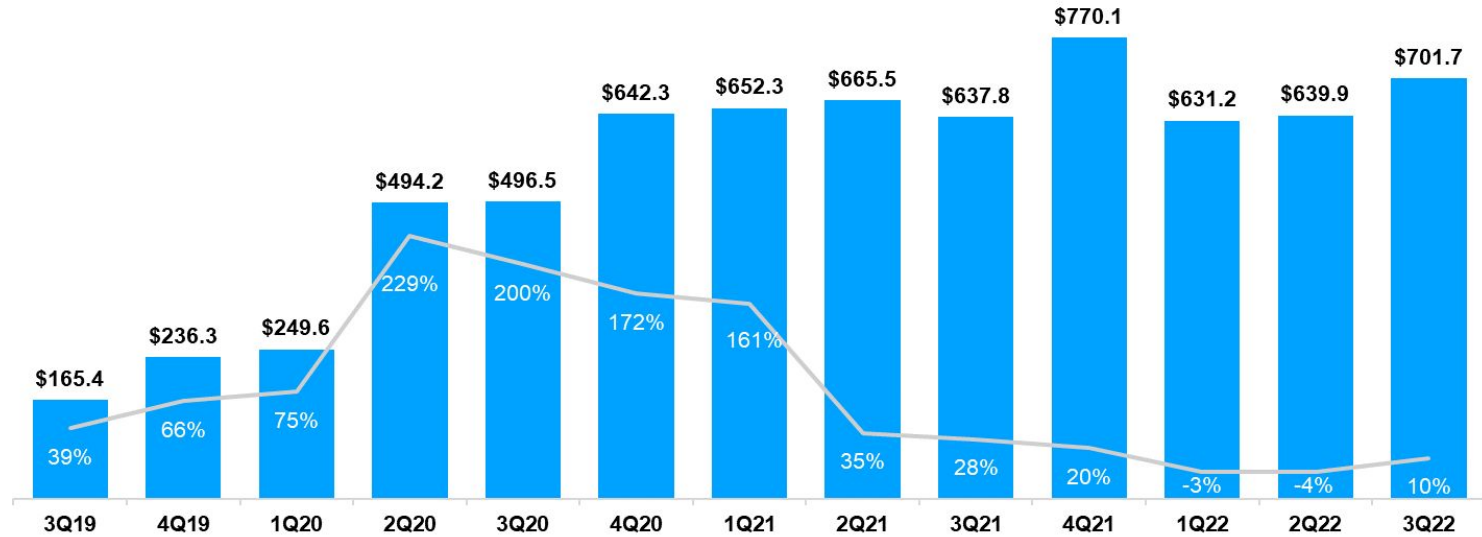
3 Months ended

<i>(\$ in thousands)</i>	9/30/2022	9/30/2021	9/30/2020	2021 to 2022 YoY%	2020 to 2022 CAGR
Revenue	\$ 517,707	\$ 509,336	\$ 251,914	2%	43%
Add (deduct):					
Change in deferred revenue	187,991	131,439	246,567	43%	-13%
Other	(3,982)	(2,942)	(1,996)	35%	41%
Bookings	\$ 701,716	\$ 637,833	\$ 496,485	10%	19%

Bookings

(\$ in millions, unaudited)

— Year over year growth %



Non-GAAP Financial Measures Reconciliation

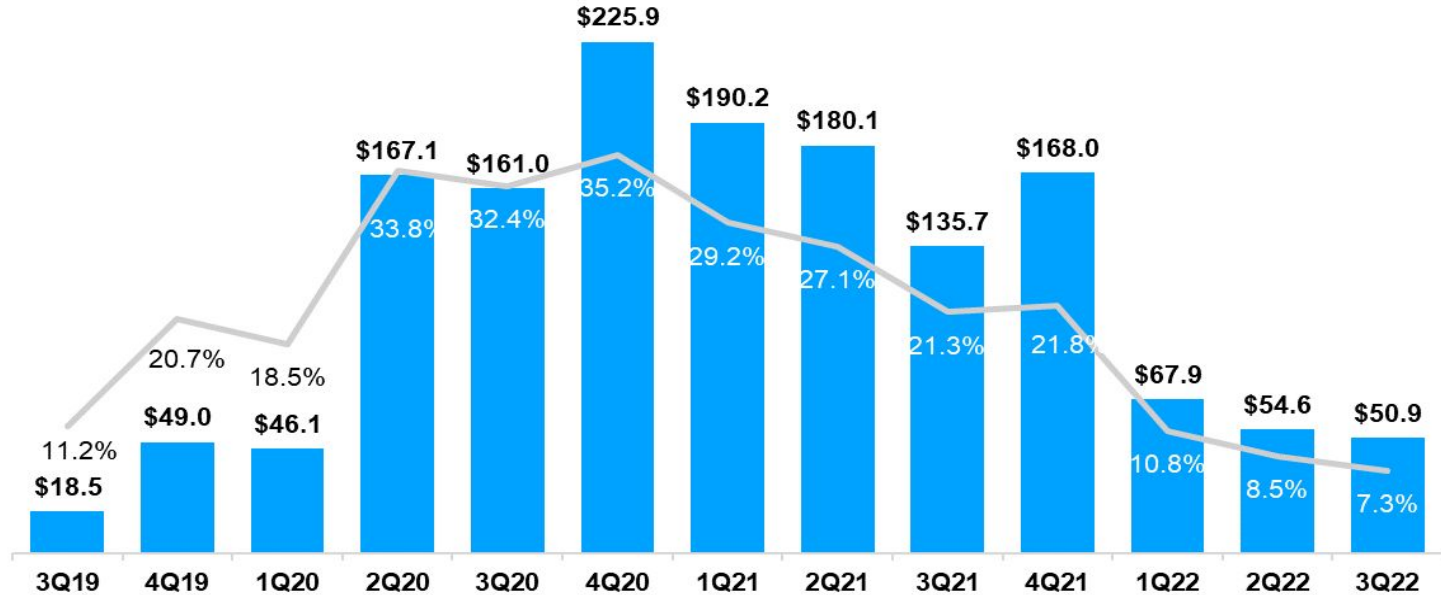
Consolidated Net Loss to Adjusted EBITDA

(\$ in thousands, unaudited)	3 Months ended			2021 to 2022	2020 to 2022
	9/30/2022	9/30/2021	9/30/2020	YoY%	CAGR
Consolidated Net Loss	\$ (301,902)	\$ (77,190)	\$ (50,014)	291%	146%
<i>Add (deduct):</i>					
Interest income	(12,764)	(28)	(217)	45486%	667%
Interest expense	10,005	-	-	n/a	n/a
Other income/(expense), net	4,302	770	(1,306)	459%	n/a
Provision for/(benefit from) income taxes	352	(998)	19	-135%	330%
Depreciation and amortization	34,052	19,029	11,380	79%	73%
Stock-based compensation expense	161,359	89,319	13,296	81%	248%
Accretion and amortization on marketable securities	-	-	17	n/a	n/a
Change in deferred revenue	187,991	131,439	246,567	43%	-13%
Change in deferred cost of revenue	(32,519)	(26,669)	(60,356)	22%	-27%
Fees related to equity offering	-	-	1,659	n/a	n/a
Fees related to certain legal settlements	-	-	-	n/a	n/a
Adjusted EBITDA	\$ 50,876	\$ 135,672	\$ 161,045	-63%	-44%

Adjusted EBITDA

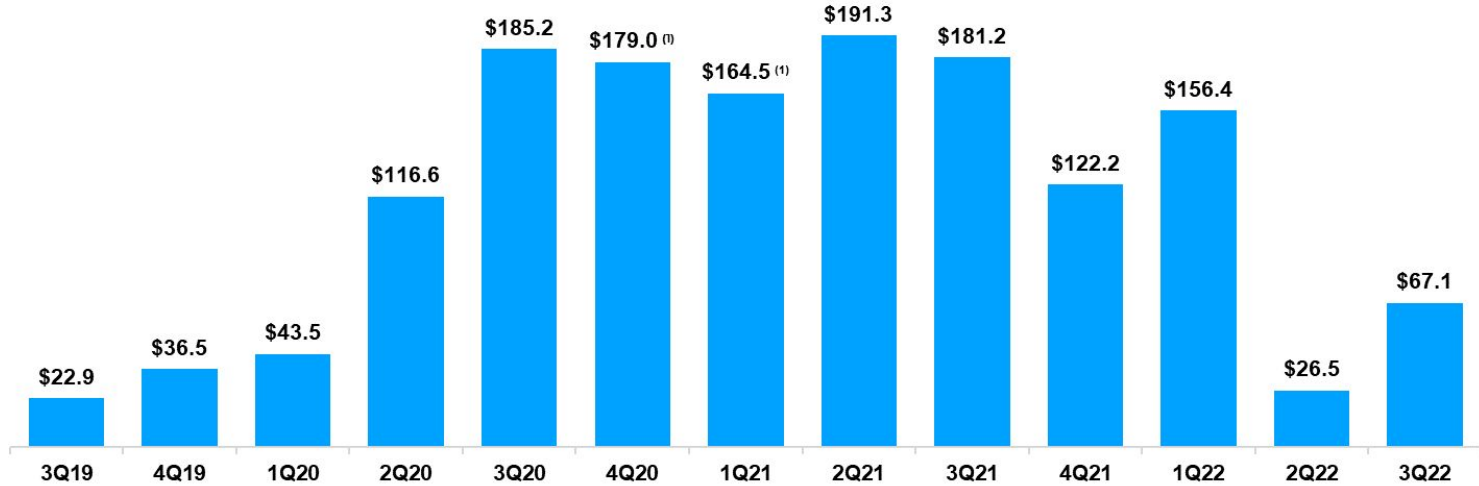
(\$ in millions, unaudited)

— % of Bookings



Net cash provided by operating activities

(\$ in millions, unaudited)



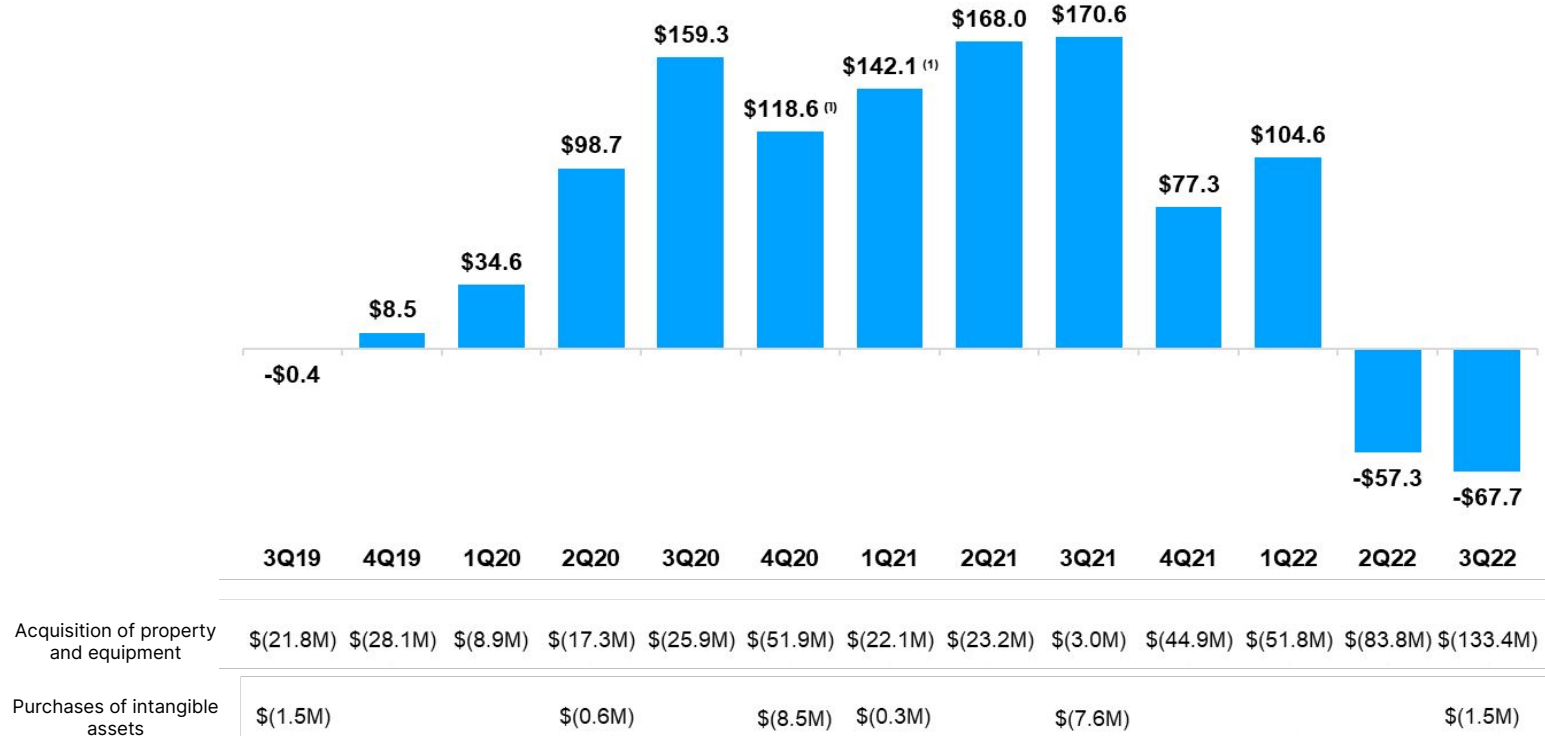
Non-GAAP Financial Measures Reconciliation

Operating Cash Flow to Free Cash Flow

(\$ in thousands, unaudited)	3 Months ended			2021 to 2022	2020 to 2022
	9/30/2022	9/30/2021	9/30/2020	YoY%	CAGR
Net cash provided by operating activities	\$ 67,144	\$ 181,166	\$ 185,211	-63%	-40%
Add (deduct):					
Acquisition of property and equipment	(133,356)	(2,963)	(26,013)	n/a	126%
Purchases of intangible assets	(1,500)	(7,600)	128	-80%	n/a
Free Cash Flow	\$ (67,712)	\$ 170,603	\$ 159,326	-140%	n/a

Free Cash Flow

(\$ in millions, unaudited)



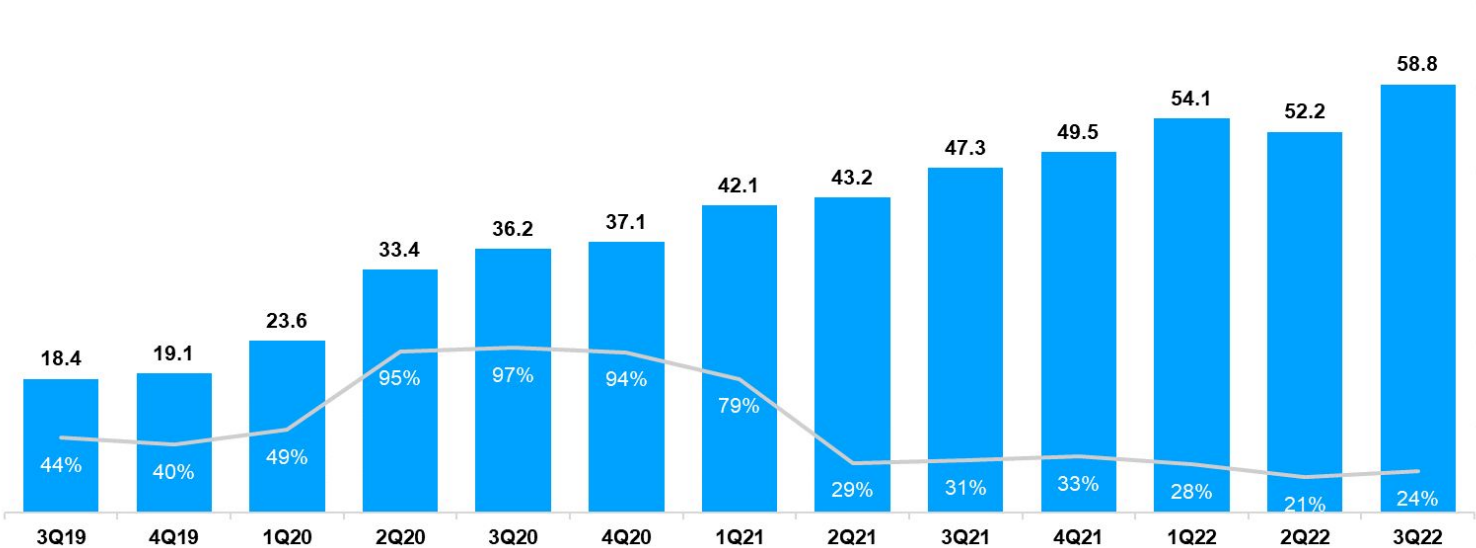
We define free cash flow as net cash provided by operating activities less purchases of property and equipment and intangible assets.

¹The 4Q20 and 1Q21 periods include one-time Direct Listing expenses of roughly \$3.3 million and \$51.9 million, respectively. Excluding these one-time costs, our free cash flow would be approximately \$121.9 million and \$194.0 million for the periods, respectively.

Daily Active Users (DAUs)

(in millions)

— Year over year growth %

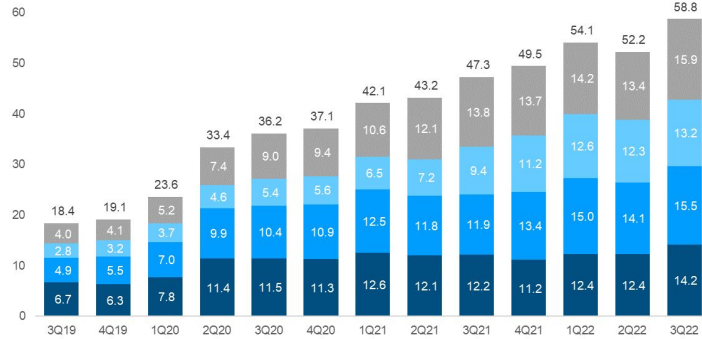


DAUs by Region and Age

(in millions)

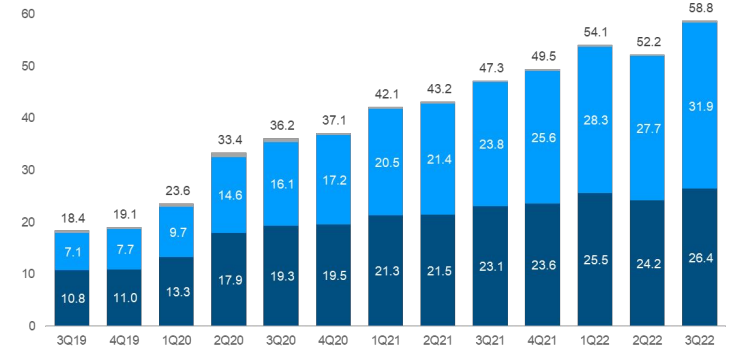
By Region

US & Canada Europe APAC ROW



By Age Group

U13 O13 Unknown



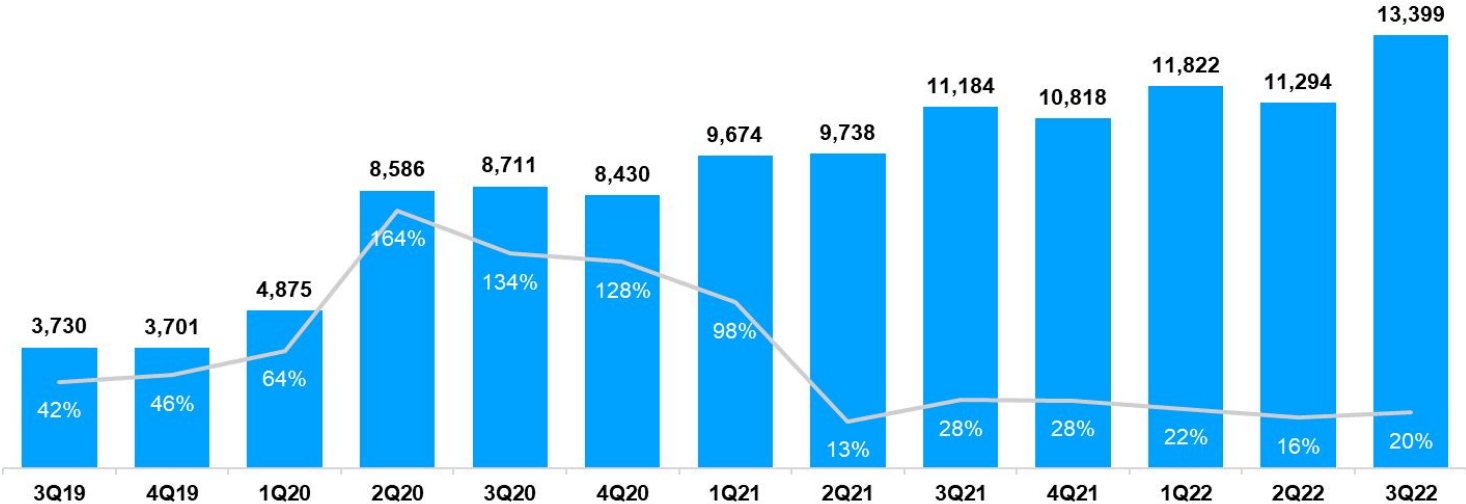
YoY	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22
US & Canada	33%	26%	36%	90%	70%	78%	62%	5%	6%	-1%	-2%	3%	17%
Europe	56%	48%	52%	106%	113%	97%	79%	19%	15%	23%	20%	20%	30%
APAC	52%	51%	58%	68%	92%	77%	77%	57%	75%	101%	94%	71%	40%
ROW	46%	45%	59%	109%	126%	129%	104%	63%	54%	46%	34%	11%	15%
Total	44%	40%	49%	95%	97%	94%	79%	29%	31%	33%	28%	21%	24%

YoY	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22
U13	52%	43%	47%	80%	79%	78%	60%	20%	20%	21%	20%	13%	14%
O13	37%	38%	53%	117%	126%	124%	111%	46%	48%	49%	38%	30%	34%
Total	44%	40%	49%	95%	97%	94%	79%	29%	31%	33%	28%	21%	24%

Hours Engaged

(in millions)

— Year over year growth %

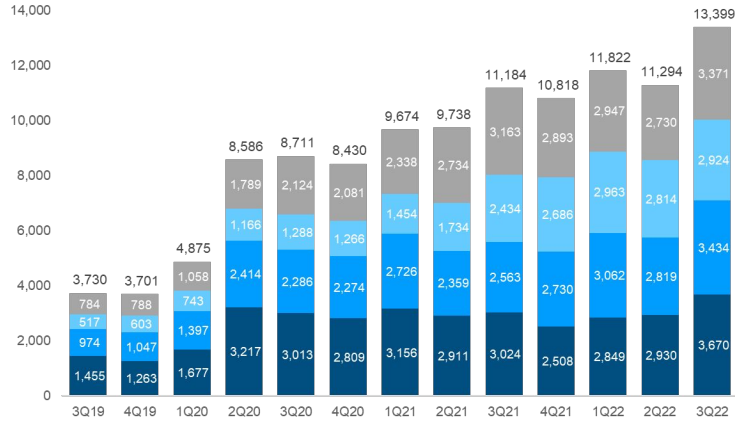


Hours Engaged by Region and Age

(in millions)

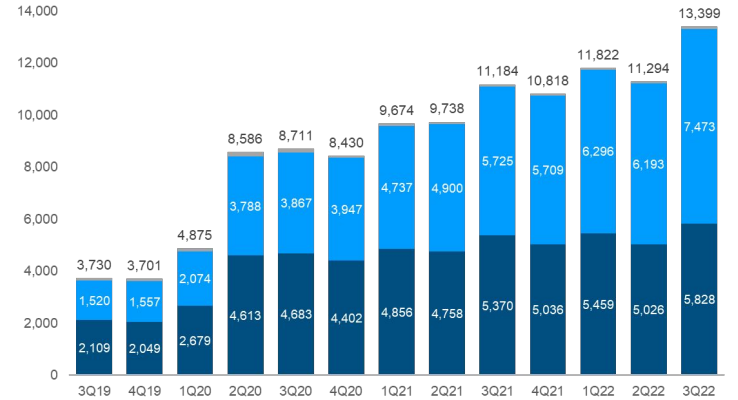
By Region

■ US & Canada ■ Europe ■ APAC ■ ROW



By Age Group

■ U13 ■ O13 ■ Unknown



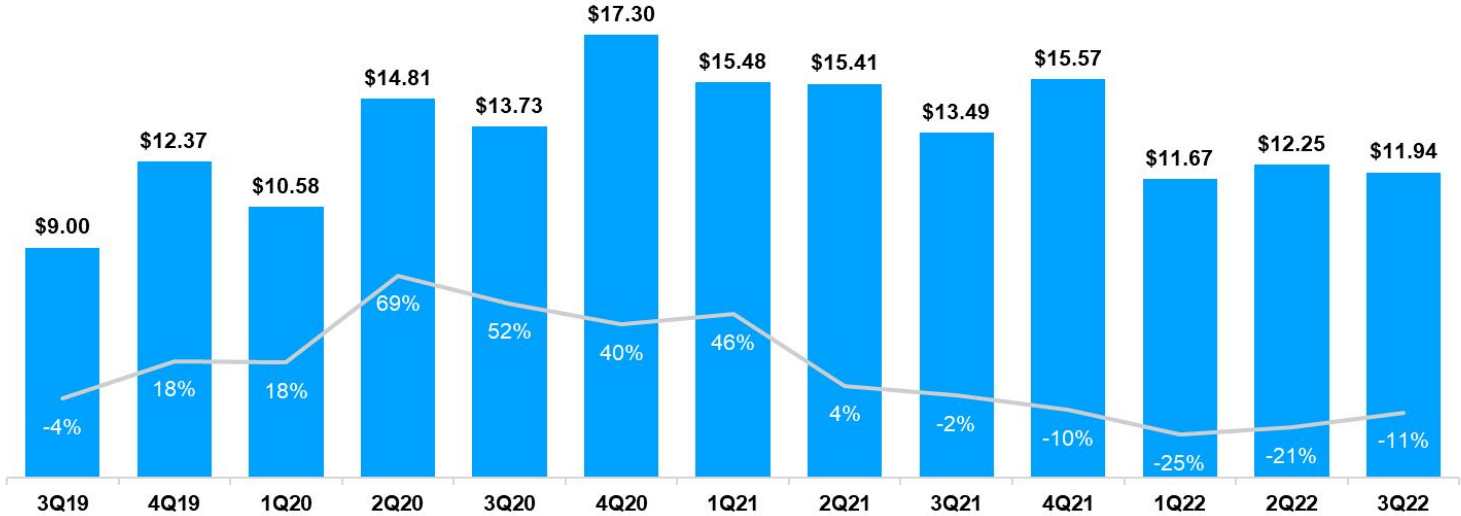
YoY	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22
US & Canada	33%	37%	53%	171%	107%	122%	88%	-9%	0%	-11%	-10%	1%	21%
Europe	52%	51%	65%	178%	135%	117%	95%	-2%	12%	20%	12%	20%	34%
APAC	56%	61%	81%	125%	149%	110%	96%	49%	89%	112%	104%	62%	20%
ROW	38%	46%	70%	166%	171%	164%	121%	53%	49%	39%	26%	0%	7%
Total	42%	46%	64%	164%	134%	128%	98%	13%	28%	28%	22%	16%	20%

YoY	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22
U13	46%	47%	62%	154%	122%	115%	81%	3%	15%	14%	12%	6%	9%
O13	39%	46%	68%	182%	154%	153%	128%	29%	48%	45%	33%	26%	31%
Total	42%	46%	64%	164%	134%	128%	98%	13%	28%	28%	22%	16%	20%

Average Bookings per DAU

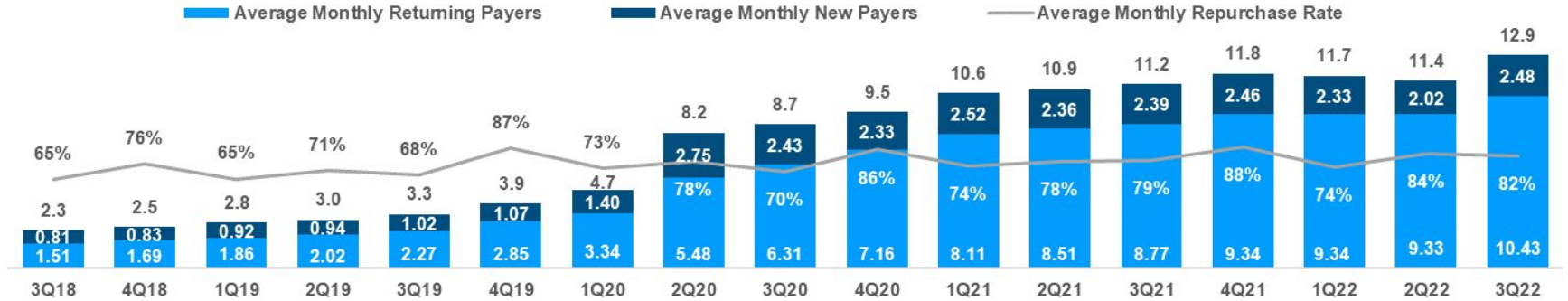
(\$ in millions)

— Year over year growth %



Payer Community

New & Returning Monthly Unique Payers (mm)



Average Bookings Per Monthly Unique Payer



Appendix

October 2022: Key Metrics

(unaudited)

Last year we had a platform outage that started on October 28, 2021 and lasted for approximately 72 hours.

In order to provide an apples-to-apples comparison, we will be providing the year over year growth rates for the first 27 days of October 2022 versus the first 27 days of October 2021, along with performance for the full month. We made the same type of comparison when we reported October 2021 metrics.

- Through the first 27 days of October 2022, average DAUs were 57.8 million, an increase of 14% over the same period in 2021 (prior to the 2021 outage). Actual average DAUs for the full month of October 2022 were 58.2 million.
- Through the first 27 days of October 2022, cumulative hours of engagement were 3.6 billion, up 11% over the same period in 2021. Actual cumulative hours of engagement for the full month of October 2022 were 4.2 billion.
- Through the first 27 days of October 2022, bookings were estimated to be \$202.3 million, an increase of 13% over the same period in 2021, and an increase of 20% on a constant currency basis. Actual bookings for the entire month of October 2022 were estimated to be between \$231 - \$235 million. In October 2021, we reported total bookings of \$189 - \$192 million and estimated that lost bookings during the three day outage were \$25 million. On a constant currency basis, bookings in October 2022 were up 15% year over year versus October 2021 bookings adjusted for the estimated lost bookings during the outage. This adjusted year over year growth rate for October 2022 bookings is equal to the constant currency year over year bookings growth for all of Q3 2022.
- Revenue in October 2022 was \$184 million - \$187 million

Stock-Based Compensation Expense by Department

(\$ in thousands, unaudited)

	3 Months ended			2021 to 2022 YoY%	2020 to 2022 CAGR
	9/30/2022	9/30/2021	9/30/2020		
Infrastructure and Trust & Safety	14,948	8,597	1,623	74%	203%
Research and Development	111,450	56,423	8,515	98%	262%
General and Administrative	28,327	20,963	2,437	35%	241%
Sales and Marketing	6,634	3,336	721	99%	203%
Total Stock-Based Compensation	\$ 161,359	\$ 89,319	\$ 13,296	81%	248%

Personnel Costs excl. Stock-Based Compensation by Department

(\$ in thousands, unaudited)

	3 Months ended			2021 to 2022	2020 to 2022
	9/30/2022	9/30/2021	9/30/2020	YoY%	CAGR
Infrastructure and Trust & Safety	21,060	10,937	7,258	93%	70%
Research and Development	101,859	70,422	35,318	45%	70%
General and Administrative	27,151	13,268	7,930	105%	85%
Sales and Marketing	10,241	8,131	4,320	26%	54%
Total Personnel Costs excl. SBC	\$ 160,311	\$ 102,758	\$ 54,826	56%	71%

Depreciation by Department

(\$ in thousands, unaudited)

	3 Months ended			2021 to 2022 YoY%	2020 to 2022 CAGR
	9/30/2022	9/30/2021	9/30/2020		
Infrastructure and Trust & Safety	28,665	15,277	10,547	88%	65%
Research and Development	5,063	3,523	617	44%	186%
General and Administrative	273	167	156	64%	32%
Sales and Marketing	51	62	60	-18%	-8%
Total Depreciation	\$ 34,052	\$ 19,029	\$ 11,380	79%	73%