

Earnings Presentation Q3 2025

November 5, 2025

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Safe Harbor

The statements in the presentation regarding our financial outlook are forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, and are subject to known and unknown risks, uncertainties, assumptions, and other factors that may cause actual results or outcomes to be materially different from any future results or outcomes expressed or implied by the forward-looking statements. These risks, uncertainties, assumptions, and other factors include, but are not limited to: (1) fluctuations in our financial results make it difficult to project future results; (2) our ability to sustain profitability in the future; (3) our ability to expand usage of our platform by existing customers and/or attract new customers and/ or retain existing customers; (4) the speed at which the market for our platform and solutions develops; (5) the success of the development and use of our artificial intelligence and machine learning (AI/ML) product offerings or use of third-party AI/ML-based tools; (6) our ability to release updates and new features to our platform and adapt and respond effectively to rapidly changing technology or customer needs; (7) our ability to control costs, including our operating expenses, and the timing of payment for expenses; (8) the amount and timing of non-cash expenses, including stock-based compensation, goodwill impairments and other non-cash charges; (9) breaches in our security measures allowing unauthorized access to our platform, data, or customers' data; (10) the competitive markets in which we participate; (11) our ability to effectively integrate and retain new members of our executive leadership team and senior management; (12) the effects of acquisitions and their integration; (13) general market, political, economic, and business conditions, including changes in trade policies, such as trade wars, tariffs and other restrictions or the threat of such actions; (14) the impact of new accounting pronouncements; (15) our ability to control fraudulent registrations and usage of our platform, reduce bad debt and lessen capacity constraints on our data centers, servers and equipment; (16) our customers' ability to have continued and unimpeded access to our platform, including as a result of evolving laws and industry standards, and (17) our plans with respect to accelerating investments in data centers and GPU capacity.

Further information on these and additional risks, uncertainties, assumptions and other factors that could cause actual results or outcomes to differ materially from those included in or contemplated by the forward-looking statements in this presentation are included under the caption “Risk Factors” and elsewhere in our Annual Report on Form 10-K for the year ended December 31, 2024 and subsequent filings and reports we make with the SEC.

We operate in a very competitive and rapidly changing environment. New risks and uncertainties emerge from time to time, and it is not possible for us to predict all risks and uncertainties that could have an impact on the forward-looking statements contained in this presentation. The results, events and circumstances reflected in the forward-looking statements may not be achieved or occur. The forward-looking statements in this presentation relate only to events as of the date on which the statements are made. We assume no obligation to, and do not currently intend to, update any such forward-looking statements after the date hereof.

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Company Overview

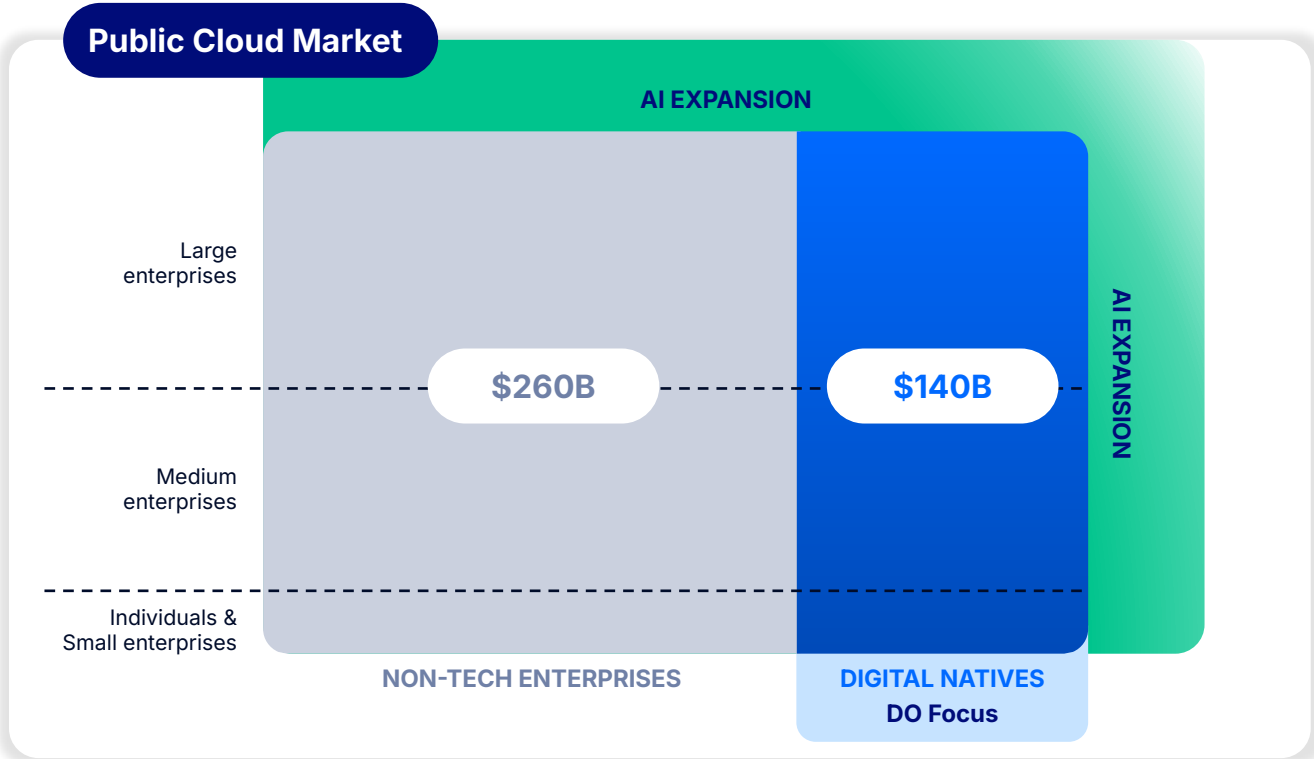
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Our mission is to simplify cloud and AI so builders can spend more time creating software that changes the world

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We operate in a large and growing market



$400B+
in 2025, growing 23%[1]

Our focus is on:

$140B+
Digital Native Enterprises[2]

~4M
Digital Native Enterprises[2]

177K
DNEs on DO[3]

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[1] *IDC Software and Public Cloud Services Spending Guide (Feb 2025)*
[2] *DNE Count & Segmentation estimated based on ZoomInfo cloud spend estimates*
[3] *DNEs consists of our Higher Spend Customer count as of 9/30/25. Refer to the Appendix for definitions of key metrics.*

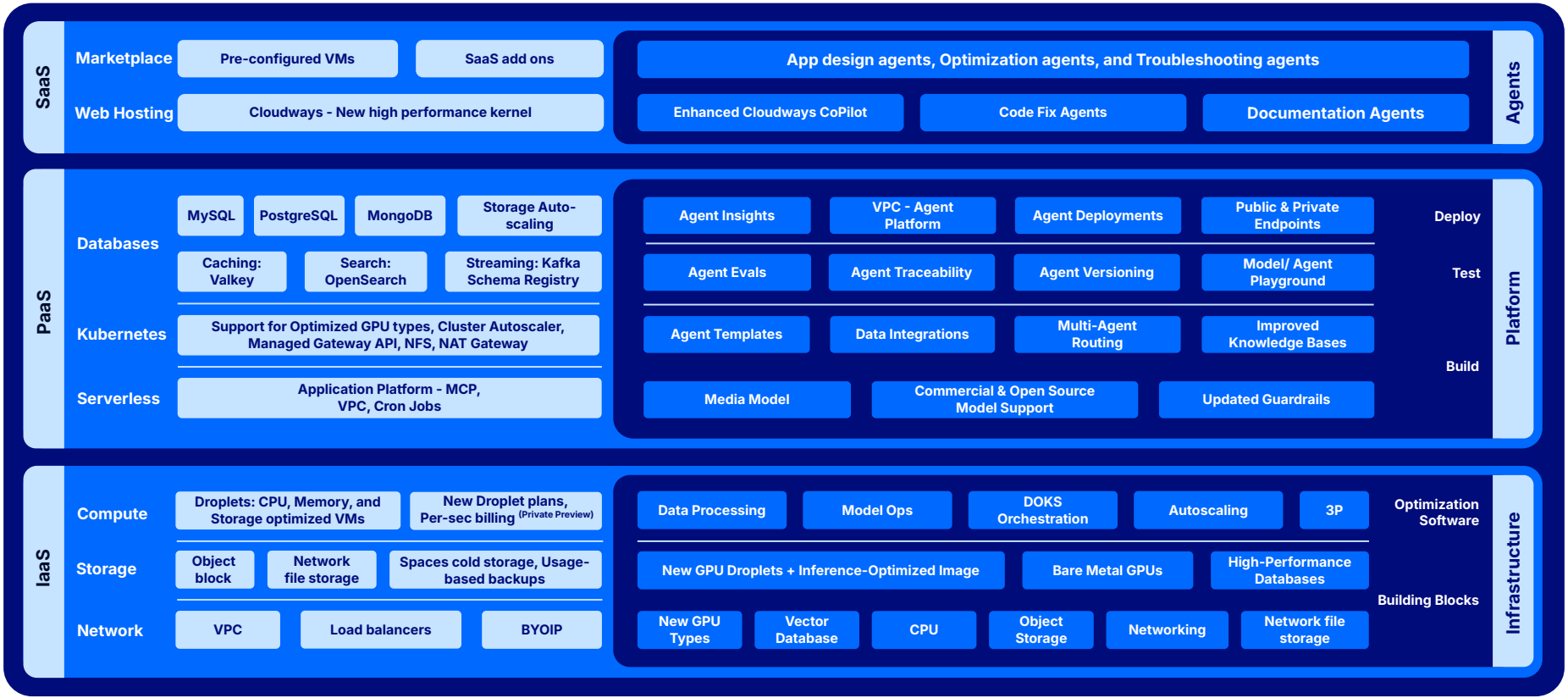
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DigitalOcean is purpose built for AI & Digital Native Enterprises

Hyperscaler challenges	Unmet need	DigitalOcean
Highly complex	Simple cloud lifecycle management for lean teams without heavy DevOps, CloudOps, or FinOps resources	**Simple**
Cost prohibitive at scale	Scalable, comprehensive agentic cloud with enterprise-grade SLAs for mission critical products	**Scalable**
Locked in contracts & limited support	Trusted cloud partner without a walled garden, offering transparent costs, 24×7 support, and an open ecosystem	**Approachable**

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DigitalOcean Gradient AI Agentic Cloud



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Q3 2025 Highlights

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Q3: Growing momentum; Raising outlook

Unified Agentic Cloud

- Enhanced full-stack inference platform with powerful lineup of GPUs, advanced performance optimizations, serverless inferencing and building block services
- Added enterprise grade Cold Storage Tier, automated autoscaling for Managed Databases, NFS, NAT Gateways and more

Strong Q3 Performance

- Exceeded Q3 revenue and profitability guidance
- Delivered 16% YoY revenue growth and $44M incremental organic ARR, highest in the company's history
- Generated 21% trailing twelve month adjusted free cash flow margin

Large Customer Traction

- Customers having more than $1 million annualized run-rate reached $110 million in total ARR, growing 72% YoY
- Multiple eight figure committed contracts signed after the quarter closed

Raising 2025 and 2026 outlook

- Increasing 2025 and 2026 revenue and adjusted free cash flow outlook
- Increasing investment in data center and GPU capacity to further accelerate growth while maintaining attractive margins

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Note: Refer to the Appendix for definitions of key metrics, other terms and reconciliations of Non-GAAP measures to GAAP.

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Accelerating revenue growth, with highest organic incremental ARR in company history

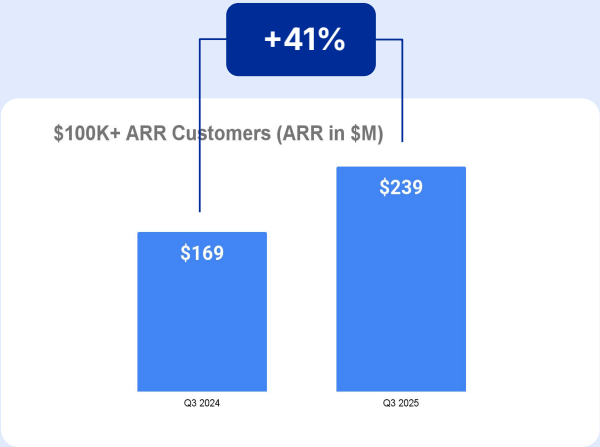
	Q3 2024	Q3 2025	Y-o-Y Growth
Revenue	$198M	$230M	**16%**
Revenue Growth	12%	16%	**+400 bps**
Annual Run-rate Revenue (“ARR”)	$794M	$919M	**16%**
Incremental ARR	$24M	$44M	**82%**
Net Dollar Retention Rate (“NDR”)	97%	99%	**+200 bps**

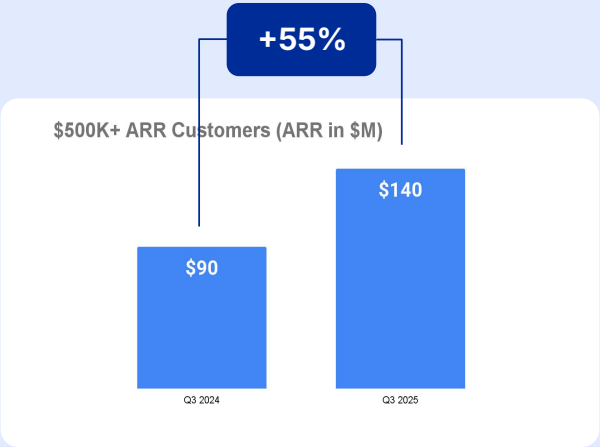
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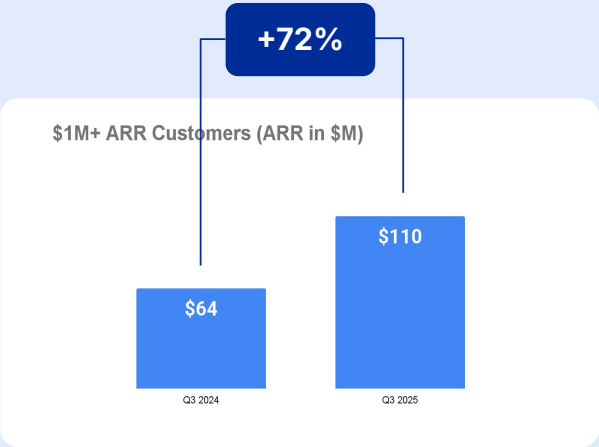
Note: Refer to the Appendix for definitions of key metrics.

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Our largest customers are our fastest growing







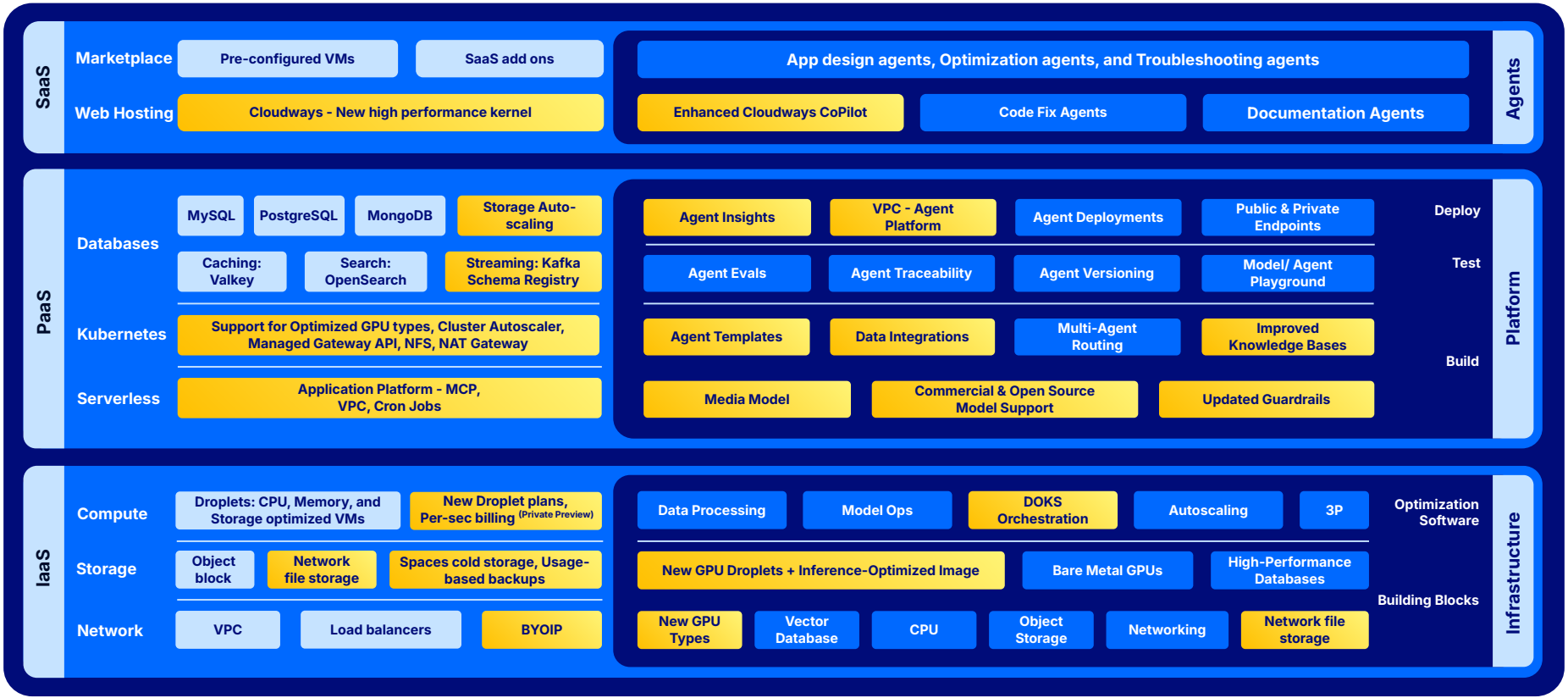
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Note: $100k+ ARR Customers based on Scalers+ customer category, which also includes $500k+ ARR customers and $1M+ ARR customers. Refer to Appendix for definitions.

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Rapidly innovating our Agentic Cloud

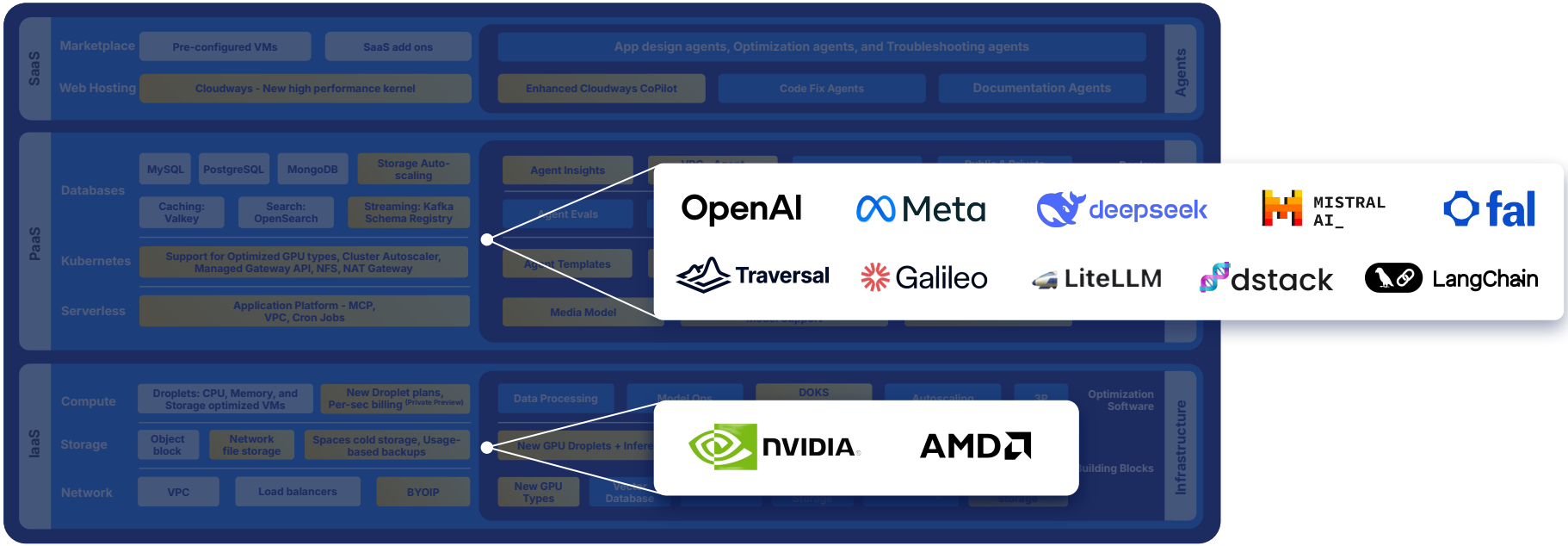
New since last earnings



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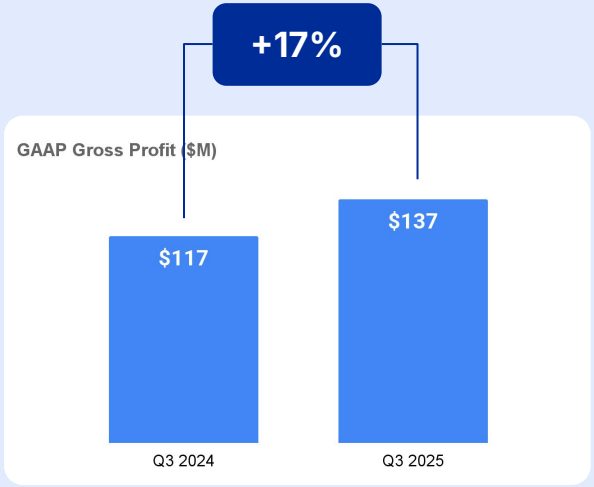
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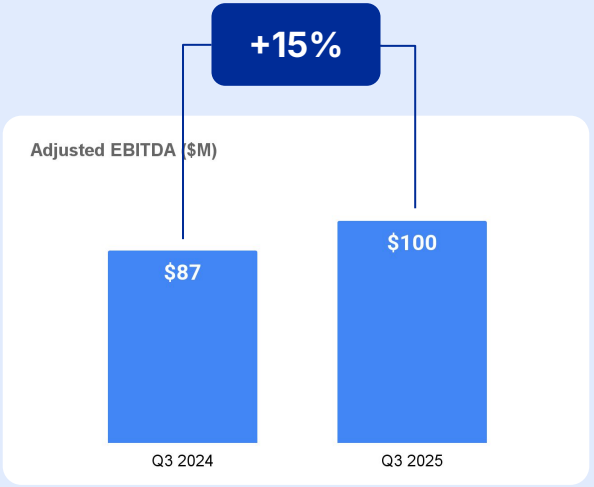
Expanding the DigitalOcean AI Ecosystem

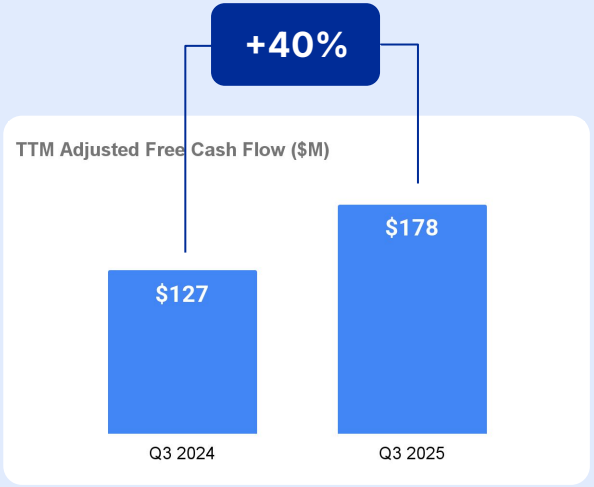


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Maintaining profitability while accelerating growth







Margin:	**59%**	**60%**	**Margin:**	**44%**	**43%**	**Margin:**	**17%**	**21%**

Note: Refer to the Appendix for reconciliations of Non-GAAP measures to GAAP.

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Raising 2025 revenue and aFCF margin guidance

Metric	Q4 2025	FY 2025 (as of 8/5)	FY 2025 (as of 11/5)	FY Delta (at midpoint)
Revenue	$237-$238M	$888-$892M	$896-$897M	**+$6.5 million**
Revenue Growth	*15.7%-16.2%*	*13.8%-14.3%*	*14.8%-14.9%*	***+80 bps***
Adjusted EBITDA Margin	*38.5%-39.5%*	*39%-40%*	*40.7%-41.0%*	***+135 bps***
Non-GAAP Diluted Net Income Per Share	$0.35-$0.40	$2.05-$2.10	$2.00-$2.05	-$0.05 *
Adjusted Free Cash Flow Margin	*N/A*	*17%-19%*	*18%-19%*	***+50 bps***
Non-GAAP Diluted Weighted Average Shares Outstanding	111-112M	103-104M	106-107M	+3M shares

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Note: Refer to the Appendix for definitions of key metrics and reconciliations of Non-GAAP measures to GAAP.

**The impact from our current debt structure after the refinancing activities in Q3 drove a negative ~$0.15-$0.20 on Non-GAAP Diluted Net Income Per Share for full fiscal year 2025*

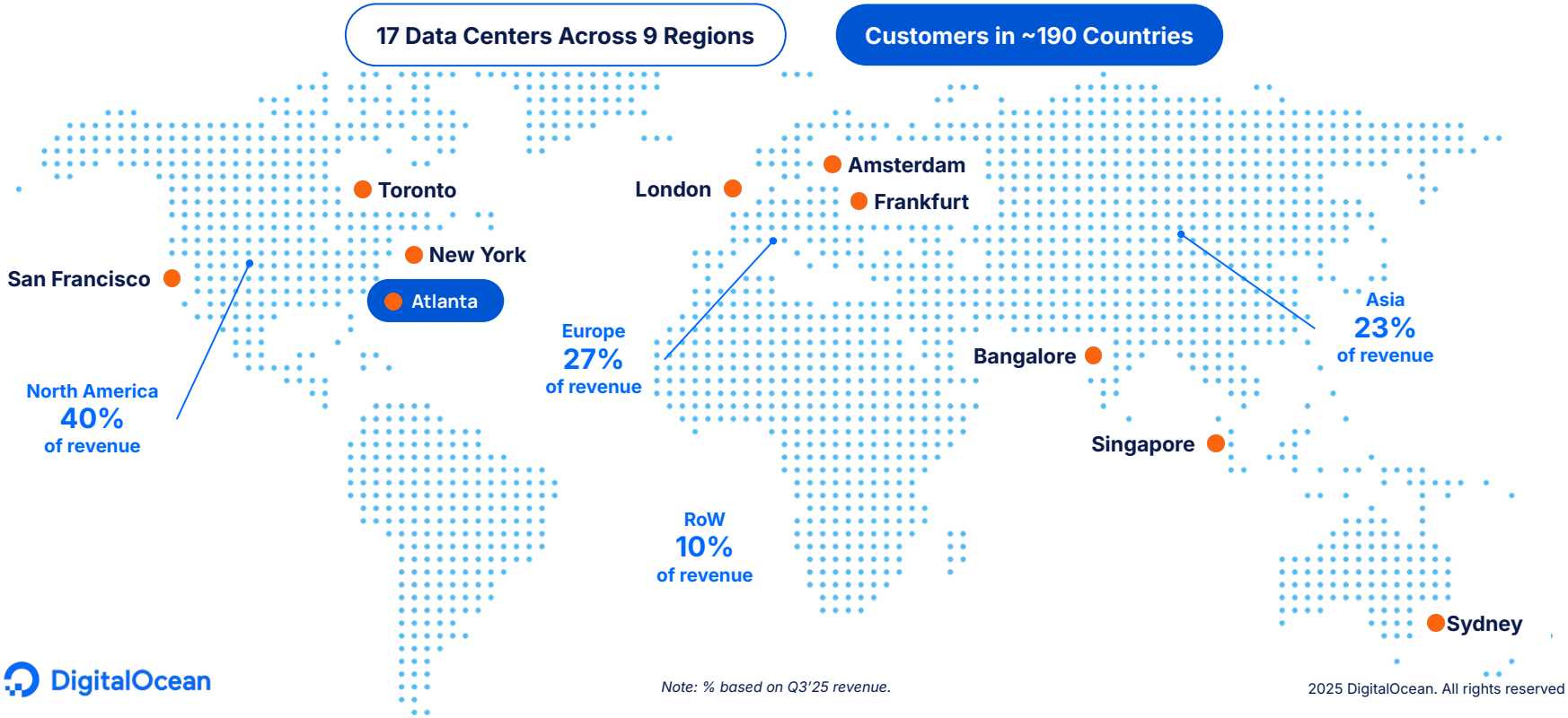
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Appendix

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Our global infrastructure supports customers in approximately 190 Countries



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Note: % based on Q3'25 revenue.

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Financial Highlights and Key Business Metrics

	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025
Revenue (M)	$198.5	$204.9	$210.7	$218.7	$229.6
Revenue Growth Year-over-year	*12%*	*13%*	*14%*	*14%*	*16%*
ARR (M)	$794	$820	$843	$875	$919
ARR Increase (M)	$24	$26	$23	$32	$44
Adj. EBITDA (M)	$86.7	$85.9	$86.3	$89.5	$99.8
Net Dollar Retention Rate (NDR)	97%	99%	100%	99%	99%
Higher Spend Customers (Builders, Scalers, and Scalers+)	162.7K	165.4K	170.7K	174.5K	176.6K
Higher Spend Customers % of total company revenue	88%	88%	88%	89%	89%
Capex as % of Revenue	30%	23%	31%	16%	5%

Note: Refer to the Appendix for definitions of key metrics and reconciliations of Non-GAAP measures to GAAP.

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Key Business Metrics Definitions

Customers

Beginning in the fourth quarter of 2024, we changed our methodology to calculate customer count as the average number of customers as of the last day of the month for each month in the most recent quarter. Customers are classified in separate categories based on the amount of their spend in a given month and individual customers may fall within different categories within a reporting period:

- Testers: users that both (i) spend less than or equal to $50 in a month and (ii) have been on our platform for three months or less.
- Learners: users that both (i) spend less than or equal to $50 in a month and (ii) have been on our platform for more than three months.
- Builders: users that spend more than $50 and less than or equal to $500 in a month.
- Scalers: users that spend more than $500 and less than or equal to $8,333 in a month.
- Scalers+: users that spend more than $8,333 in a month.

We refer to our Builders, Scalers and Scalers+ customer categories collectively as our Higher Spend Customers.

Net Dollar Retention Rate

We calculate net dollar retention rate monthly by starting with the revenue from all customers, including Testers, Learners, Builders, Scalers and Scalers+ for our IaaS and PaaS/SaaS offerings during the corresponding month 12 months prior, or the Prior Period Revenue. We then calculate the revenue from these same customers as of the current month, or the Current Period Revenue, including any expansion and net of any contraction or attrition from these customers over the last 12 months. The calculation also includes revenue from customers that generated revenue before, but not in, the corresponding month 12 months prior, but subsequently generated revenue in the current month and are therefore reflected in the Current Period Revenue. We include this group of re-engaged customers in this calculation because some of our customers use our platform for projects that stop and start over time. We then divide the total Current Period Revenue by the total Prior Period Revenue to arrive at the net dollar retention rate for the relevant month. For a quarterly or annual period, the net dollar retention rate is determined as the average monthly net dollar retention rates over such three or 12-month period.

ARR

Beginning in the fourth quarter of 2024, we changed our methodology to calculate ARR by multiplying the revenue for the most recent quarter by four. For our ARR calculations, we include the total revenue from all customers, including Testers, Learners, Builders, Scalers, and Scalers+.

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Other Metrics Definitions

Organic ARR
We define Organic Annual Run-Rate revenue ("Organic ARR") as ARR excluding the impacts of (i) revenue from acquisitions that closed in the prior 12 months, and (ii) incremental revenue from broad-based pricing increases that occurred on July 1, 2022 for our IaaS and PaaS/ SaaS offerings and April 1, 2023 for our Managed Hosting offerings, in each case until the beginning of the first full quarter following the one-year anniversary of the closing date of such acquisition or date pricing changes were effective.

Remaining Performance Obligation
Remaining performance obligation ("RPO") represents commitments in customer contracts for future services that have not yet been recognized in the condensed consolidated financial statements. We have applied the optional exemption to exclude contracts with an original expected term of one year or less from this amount. RPO is not necessarily indicative of future revenue growth because it does not account for the timing of customers' consumption or their usage beyond their contracted capacity. Additionally, RPO may increase when customers transition from usage-based to commitment-based agreements, which does not always reflect incremental revenue growth. RPO is influenced by a number of factors, including the timing and size of renewals, the timing and size of purchases of additional capacity and average contract term.

Customers with Greater than $500 Thousand in ARR
Customers within our Scalers+ category with more than $41,667 of spend in a given month. Individual customers may fall within different categories within a reporting period.

Customers with Greater than $1 Million in ARR
Customers within our Scalers+ category with more than $83,333 of spend in a given month. Individual customers may fall within different categories within a reporting period.

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Use of Non-GAAP Metrics

This presentation includes certain non-GAAP metrics, which have not been prepared in accordance with generally accepted accounting principles in the United States (GAAP). These non-GAAP metrics are in addition to, and not as a substitute for, or superior to, financial measures calculated in accordance with GAAP. There are a number of limitations related to the use of these non-GAAP metrics versus their nearest GAAP equivalents. Other companies, including companies in our industry, may calculate non-GAAP metrics differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of our non-GAAP metrics as tools for comparison. We urge you to review the reconciliation of our non-GAAP metrics to the most directly comparable GAAP financial measures, and not to rely on any single financial measure to evaluate our business. See this Appendix for a reconciliation between each non-GAAP metric and the most comparable GAAP measure and our press release dated November 5, 2025 for a definition of each non-GAAP metric not otherwise defined herein.

TTM Adjusted Free Cash Flow and TTM Adjusted Free Cash Flow Margin
TTM Adjusted free cash flow is Adjusted free cash flow for the most recent 12 consecutive months. TTM Adjusted free cash flow margin is calculated as Adjusted free cash flow for the most recent 12 consecutive months divided by total Revenue for the most recent 12 consecutive months.

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Adjusted EBITDA and Adjusted EBITDA Margin

(In thousands)	Three Months Ended September 30, 2025	Three Months Ended September 30, 2024	Nine Months Ended September 30, 2025	Nine Months Ended September 30, 2024
GAAP Net income attributable to common stockholders	$ 158,371	$ 32,949	$ 233,602	$ 66,226
Adjustments:				
Depreciation and amortization	35,060	35,810	97,035	100,825
Stock-based compensation[1]	19,800	22,949	60,313	67,512
Interest expense	5,042	2,262	9,489	6,887
Acquisition related compensation	—	3,193	—	11,439
Income tax (benefit) expense	(68,057)	(3,308)	(59,460)	2,479
Gain on extinguishment of debt, net	(48,373)	—	(48,104)	—
Restructuring related charges[1][2]	—	162	—	4,025
Impairment of certain long-lived assets	—	—	—	356
Interest income and other income, net[3]	(2,051)	(7,297)	(17,334)	(17,120)
Adjusted EBITDA	$ 99,792	$ 86,720	$ 275,541	$ 242,629
As a percentage of revenue:				
Net income margin	69%	17%	35%	12%
Adjusted EBITDA margin	43%	44%	42%	42%

1) For the nine months ended September 30, 2024, non-GAAP stock-based compensation excludes $0.1 million as it is presented in restructuring related charges.

2) For the three and nine months ended September 30, 2024, primarily consists of executive reorganization charges.

3) For the three and nine months ended September 30, 2025, primarily consists of interest income from our cash and cash equivalents. For the three and nine months ended September 30, 2024, primarily consists of interest and accretion income from our cash and cash equivalents and marketable securities.

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Non-GAAP Net Income

(In thousands, except per share amounts)	Three Months Ended September 30, 2025	Three Months Ended September 30, 2024	Nine Months Ended September 30, 2025	Nine Months Ended September 30, 2024
GAAP Net income attributable to common stockholders	$ 158,371	$ 32,949	$ 233,602	$ 66,226
Stock-based compensation[1]	19,800	22,949	60,313	67,512
Acquisition related compensation	—	3,193	—	11,439
Amortization of acquired intangible assets	4,914	5,571	15,142	17,041
Gain on extinguishment of debt, net	(48,373)	—	(48,104)	—
Restructuring related charges[1][2]	—	162	—	4,025
Impairment of certain long-lived assets	—	—	—	356
Non-GAAP income tax adjustment[3]	(78,722)	(13,150)	(91,699)	(24,573)
Non-GAAP Net income	$ 55,990	$ 51,674	$ 169,254	$ 142,026
Non-cash charges related to convertible notes[4]	$ 1,320	$ 1,590	$ 4,511	$ 4,764
Non-GAAP Net income used to compute net income per share, diluted	$ 57,310	$ 53,264	$ 173,765	$ 146,790

1) For the nine months ended September 30, 2024, non-GAAP stock-based compensation excludes $0.1 million as it is presented in restructuring related charges.

2) For the three and nine months ended September 30, 2024, primarily consists of executive reorganization charges.

3) For the periods in fiscal year 2025 and 2024, we used a tax rate of 16%, which we believe is a reasonable estimate of our long-term effective tax rate applicable to non-GAAP pre-tax income for each respective year.

4) Consists of non-cash interest expense for amortization of debt issuance costs related to the 2026 and 2030 Convertible Notes.

5) For the three and nine months ended September 30, 2025, excludes tax impact which is presented in Non-GAAP income tax adjustment.

6) May not foot due to rounding.

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Non-GAAP Diluted Net Income per Share

(In thousands, except per share amounts)	Three Months Ended September 30, 2025	Three Months Ended September 30, 2024	Nine Months Ended September 30, 2025	Nine Months Ended September 30, 2024
GAAP Net income per share attributable to common stockholders, diluted	$ 1.51	$ 0.33	$ 2.31	$ 0.70
Stock-based compensation[1]	0.19	0.22	0.59	0.66
Acquisition related compensation	—	0.03	—	0.11
Amortization of acquired intangible assets	0.05	0.05	0.15	0.16
Gain on extinguishment of debt, net[5]	(0.46)	—	(0.47)	—
Restructuring related charges[1][2]	—	—	—	0.03
Impairment of certain long-lived assets	—	—	—	—
Non-cash charges related to convertible notes[4]	0.01	0.02	0.04	0.04
Non-GAAP income tax adjustment[3]	(0.76)	(0.13)	(0.93)	(0.27)
Non-GAAP Net income per share, diluted[6]	$ 0.54	$ 0.52	$ 1.69	$ 1.43
GAAP Weighted-average shares used to compute net income per share, diluted	105,520	102,591	103,036	102,678
Weighted-average dilutive effect of potentially dilutive securities	—	—	—	—
Non-GAAP Weighted-average shares used to compute net income per share, diluted	105,520	102,591	103,036	102,678

1) For the nine months ended September 30, 2024, non-GAAP stock-based compensation excludes $0.1 million as it is presented in restructuring related charges.

2) For the three and nine months ended September 30, 2024, primarily consists of executive reorganization charges.

3) For the periods in fiscal year 2025 and 2024, we used a tax rate of 16%, which we believe is a reasonable estimate of our long-term effective tax rate applicable to non-GAAP pre-tax income for each respective year.

4) Consists of non-cash interest expense for amortization of debt issuance costs related to the 2026 and 2030 Convertible Notes.

5) For the three and nine months ended September 30, 2025, excludes tax impact which is presented in Non-GAAP income tax adjustment.

6) May not foot due to rounding.

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Adjusted Free Cash Flow, Unlevered Adjusted Free Cash Flow, Adjusted Free Cash Flow Margin and Unlevered Adjusted Free Cash Flow Margin

	Three Months Ended September 30,		Nine Months Ended September 30,	
(In thousands)	2025	2024	2025	2024
GAAP Net cash provided by operating activities	$ 95,787	$ 73,353	$ 252,324	$ 211,386
Adjustments:				
Capital expenditures - property and equipment	(7,771)	(57,352)	(102,931)	(132,886)
Capital expenditures - internal-use software development	(3,128)	(2,446)	(6,541)	(6,492)
Purchase of intangible assets	—	—	(1,835)	—
Restructuring and other charges	—	—	64	61
Restructuring related charges[1]	—	289	—	4,919
Acquisition related compensation	—	12,386	—	20,712
Acquisition and integration related costs	—	—	—	302
Adjusted free cash flow	$ 84,888	$ 26,230	$ 141,081	$ 98,002
Plus: Cash paid for interest	2,473	253	2,722	824
Less: Interest income	(2,630)	(4,991)	(9,489)	(15,393)
Unlevered adjusted free cash flow	$ 84,731	$ 21,492	$ 134,314	$ 83,433
As a percentage of revenue:				
GAAP Net cash provided by operating activities	42 %	37 %	38 %	37 %
Adjusted free cash flow margin	37 %	13 %	21 %	17 %
Unlevered adjusted free cash flow margin	37 %	11 %	20 %	14 %

1) For the three and nine months ended September 30, 2024, primarily consists of executive reorganization charges.

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TTM Adjusted Free Cash Flow and TTM Adjusted Free Cash Flow Margin

	Twelve Months Ended				
(In thousands)	September 30, 2024	December 31, 2024	March 31, 2025	June 30, 2025	September 30, 2025
GAAP Net cash provided by operating activities	$ 291,901	$ 282,725	$ 280,122	$ 301,229	$ 323,663
Adjustments:					
Capital expenditures - property and equipment	(185,108)	(178,167)	(196,464)	(197,792)	(148,211)
Capital expenditures - internal-use software development	(7,931)	(8,356)	(8,822)	(7,722)	(8,405)
Purchase of intangible assets	—	—	(983)	(1,835)	(1,835)
Restructuring and other charges	78	60	64	64	64
Restructuring related charges[1]	6,332	5,049	855	418	129
Acquisition related compensation	20,712	33,099	24,772	24,772	12,386
Acquisition and integration related costs	846	302	4	—	—
TTM Adjusted free cash flow	$ 126,830	$ 134,712	$ 99,548	$ 119,134	$ 177,791
TTM Adjusted free cash flow margin	17 %	17 %	12 %	14 %	21 %

1) For the periods September 30, 2024 through December 31, 2024, primarily consists of executive reorganization charges. For the periods ended September 30, 2023 through December 31, 2023, primarily consists of salary continuation charges and executive reorganization charges, including CEO search firm fees and other legal and professional service costs.

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Non-GAAP Operating Expenses

(In thousands)	Three Months Ended September 30, 2025	Three Months Ended September 30, 2024	Nine Months Ended September 30, 2025	Nine Months Ended September 30, 2024
GAAP cost of revenue	$ 92,701	$ 81,920	$ 261,715	$ 235,830
Amortization of acquired intangible assets	(2,906)	(3,089)	(8,718)	(9,451)
Stock-based compensation	(1,225)	(1,393)	(4,042)	(4,380)
Impairment of certain long-lived assets	—	(356)	—	(356)
Non-GAAP cost of revenue[1]	$ 88,570	$ 77,082	$ 248,955	$ 221,643
GAAP research and development	$ 38,119	$ 36,278	$ 117,357	$ 102,189
Stock-based compensation	(8,536)	(10,423)	(26,261)	(27,891)
Non-GAAP research and development[1]	$ 29,583	$ 25,855	$ 91,096	$ 74,298
GAAP sales and marketing	$ 21,228	$ 15,258	$ 59,917	$ 52,165
Amortization of acquired intangible assets	(2,008)	(2,482)	(6,424)	(7,590)
Stock-based compensation	(3,188)	(1,581)	(8,823)	(7,516)
Non-GAAP sales and marketing[1]	$ 16,032	$ 11,195	$ 44,670	$ 37,059
GAAP general and administrative	$ 32,654	$ 40,422	$ 101,855	$ 127,034
Stock-based compensation[2]	(6,851)	(9,552)	(21,187)	(27,724)
Acquisition related compensation	—	(3,193)	—	(11,439)
Restructuring related charges[2]	—	(162)	—	(4,025)
Non-GAAP general and administrative	$ 25,803	$ 27,515	$ 80,668	$ 83,846

1) For the three and nine months ended September 30, 2024, amounts have been recast to conform with current period presentation. Refer to Note 2. Summary of Significant Accounting Policies, Prior Period Reclassification, included in Part II, Item 8 of our Annual Report on Form 10-K filed with the SEC on February 25, 2025 for further details.

2) For the nine months ended September 30, 2024, non-GAAP stock-based compensation excludes $0.1 million as it is presented in restructuring related charges.

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