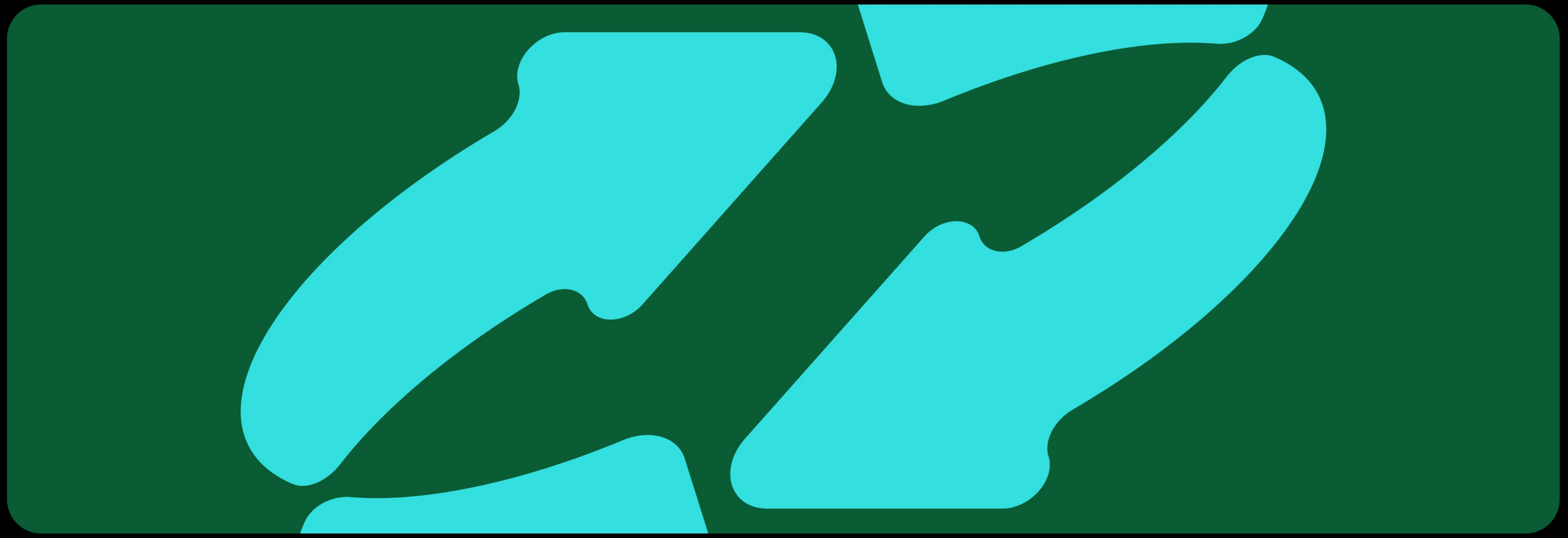


Financial Results Q3 2026

November 4, 2026

This presentation contains "forward-looking statements" within the meaning of applicable securities laws. All statements other than statements of historical fact could be deemed to be forward-looking, including, but not limited to, statements regarding our guidance and future financial performance, market demand, product development, growth prospects, business strategies and plans, partnerships, ability to attract and retain customers and ability to compete effectively, as well as any assumptions relating to the foregoing. The words "believe," "may," "will," "potentially," "estimate," "continue," "anticipate," "intend," "could," "would," "project," "target," "plan," "expect," and similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain these identifying words.

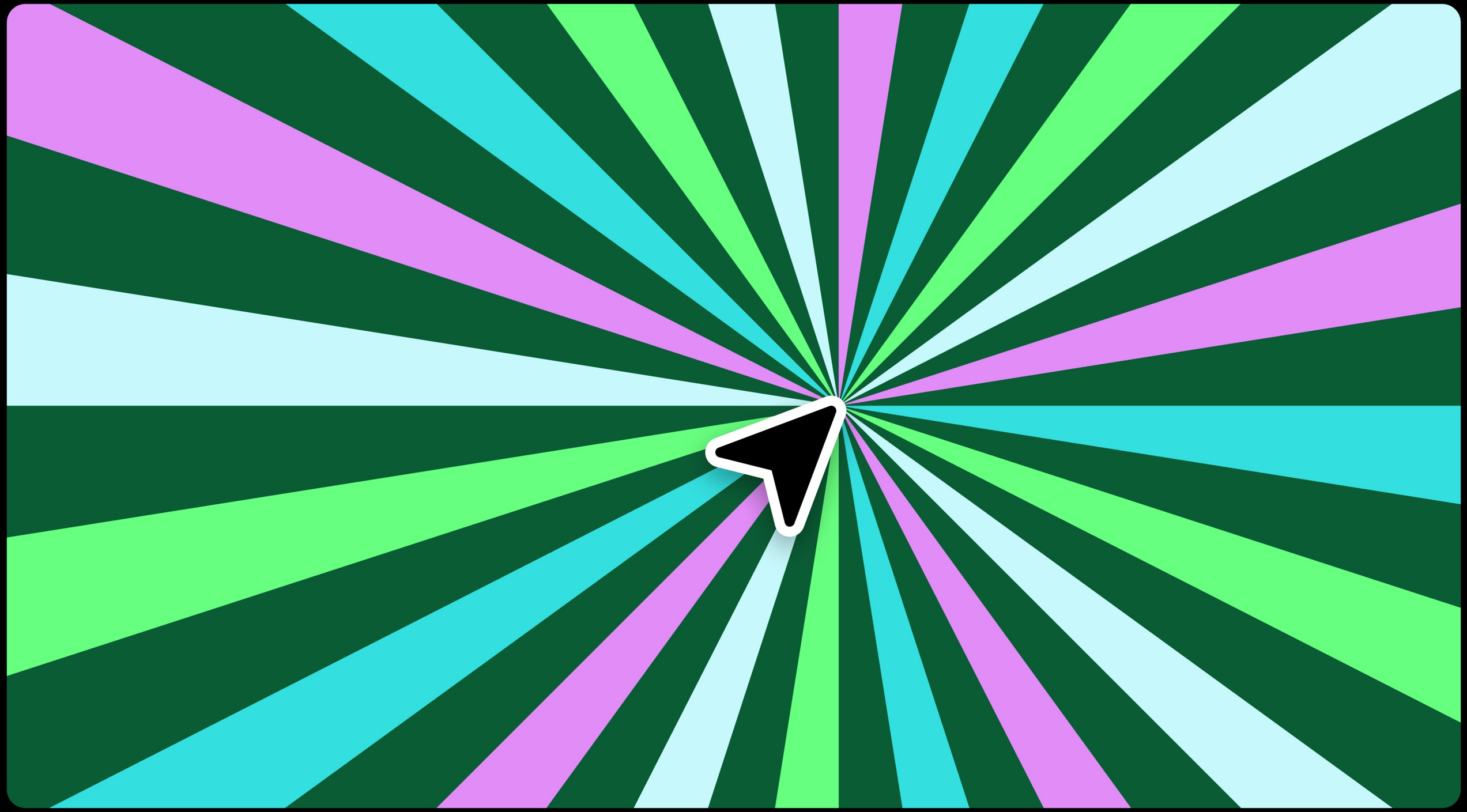
These forward-looking statements are made as of the date they were first issued and are based on information available to us together with our expectations, estimates, forecasts, projections, beliefs, and assumptions as of such date. Forward-looking statements are subject to a number of risks and uncertainties, many of which involve factors or circums tances 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. Further information on potential risks that could affect actual results is included in our most recent filings with the Securities and Exchange Commission (the "SEC"), including in our Quarterly Report on Form 10-Q filed or to be filed with the SEC for the quarter ended September 30, 2026, copies of which may be obtained by visiting our Investor Relations website at https://investor.figma.com or the SEC's website at www.sec.gov. Past performance is not necessarily indicative of future results. 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, except as required by law. Forward-looking statements should not be relied upon as representing our views as of any date subsequent to the date of this presentation.

This presentation includes certain financial measures not presented in accordance with U.S. generally accepted accounting principles ("GAAP"), including non-GAAP gross profit, non-GAAP gross margin, non-GAAP operating income, non-GAAP operating margin, Free Cash Flow, Adjusted Free Cash Flow, Free Cash Flow Margin and Adjusted Free Cash Flow Margin. Such non-GAAP measures are used by our management in making operating decisions, allocating financial resources, and for internal planning, forecasting, and business strategy purposes. The non-GAAP measures included in this presentation have certain limitations, and should not be construed as alternatives to financial measures determined in accordance with GAAP. The non-GAAP measures as defined by us may not be comparable to similar non-GAAP measures presented by other companies. Please refer to the Appendix for a reconciliation of each non-GAAP financial measure presented herein to the most directly comparable financial measure stated in accordance with GAAP. We have not reconciled our outlook as to non-GAAP operating income to its most directly comparable GAAP measure because certain items that impact non-GAAP operating income are out of our control or cannot be reasonably predicted. Accordingly, a reconciliation for forward-looking non-GAAP operating income is not available without unreasonable effort.

All third-party trademarks in this presentation are the property of their respective owners and are used for reference purposes only.



Dylan Field
CEO + Co-Founder



Design is the new code

Revenue

$391.4M

YoY Revenue Growth

43%

Net Dollar Retention Rate

131%

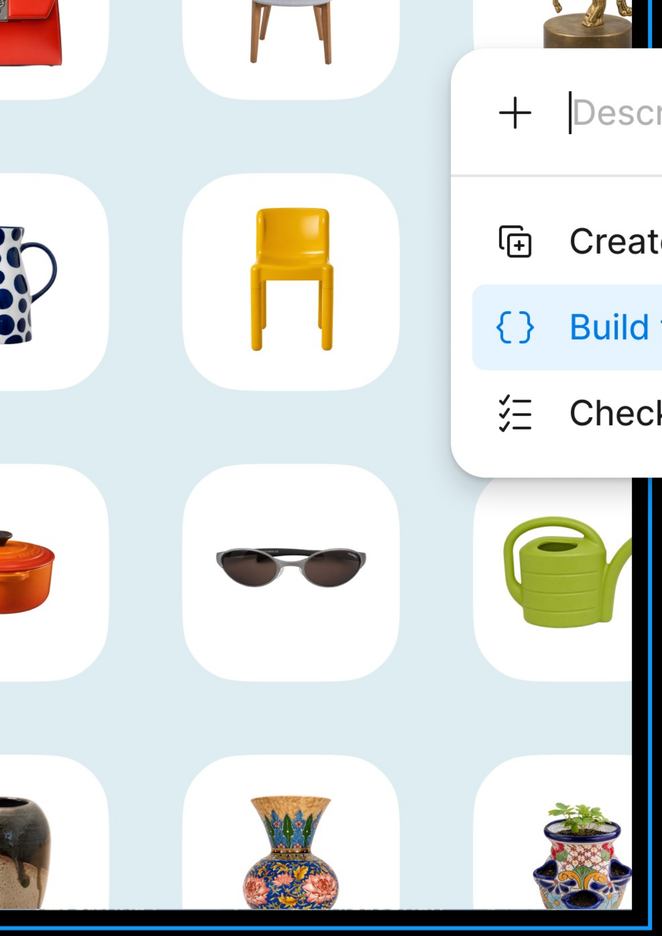
Non-GAAP Operating Margin

12%

Free Cash Flow Margin

11%

Refer to the appendix to this presentation for a definition of Net Dollar Retention Rate. Non-GAAP Operating Margin and Free Cash Flow Margin are non-GAAP financial measures. Please see the reconciliation from GAAP to non-GAAP measures contained in the appendix to this presentation. Note that Adjusted Free Cash Flow and Free Cash Flow are equivalent for Q3 2026.



Describe your idea

Create variations

Build this with code

Check designs

Vikas

The full-stack creative canvas

2 | 2

Library

Icons

200 | 24 | 64

Library

Pickup Brand

84 | 10 | 8

Code

160

Library

Components

120 | 20

Code

120

Priya

Pickup app

```
1  "use client";
2
3  import Link from "next/link";
4  import { useParams } from "next/navigation
5  import { ArchiveBoxXMarkIcon, TruckIcon,
6  }
7  import { ConditionBadge } from "@/component
8  import { ItemImage } from "@/components/ite
```

Let’s ship it!

PRD: Bundled delivery at checkout

PRD: Bundled delivery at checkout

Problem

Recent separate deliveries show nearby pickups, overlapping time windows, segments. These patterns justify investigating coordination at checkout. They trips could have been combined or that bundling would lower costs; seller rea and driver schedules still require validation.

Maria Diavoletti 18 min ago

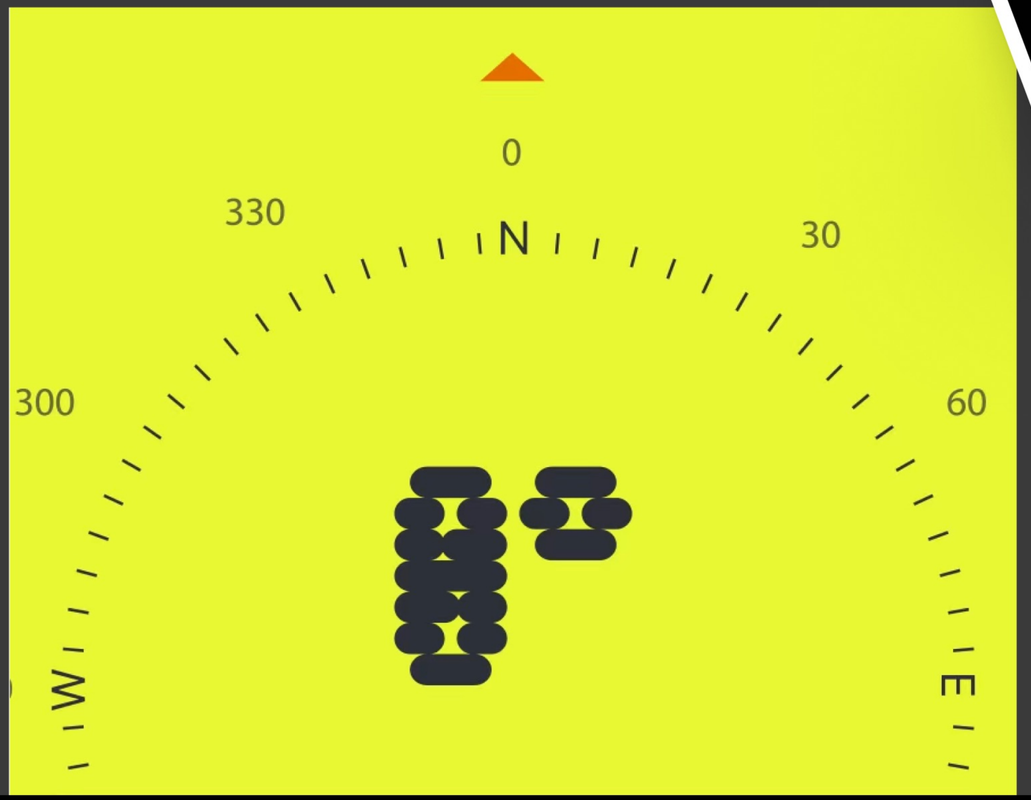
Why at checkout? Dispatch could batch orders after purchase without the buyer ever seeing it.

Reply

Code layers



{ } Compass



App.tsx

```
1   import { useState
2   import svgPaths f
3
4   const DIRECTIONS
5   const ROTATION_SP
6   const DISPLAY_OPT
7   const INFO_ITEMS
8     { label: "Calib
9     { label: "Beari
10    { label: "Anima
11  ];
12
13  function NeedleUp
14    return (
15      <svg fill="no
16        <path d={s
```

Fast, fast, fast ...then slow

Finding a courier

Heading to the seller
On the way to collect your item

Item picked up

On the way to you

Delivered

Sony MDR-7506 Headphones
Courier: Rosalie B.
To 612 Glenwood Ave, Raleigh, NC 27603

Item $85

Sony MDR-7506 Headphones
Courier: Rosalie B.
To 612 Glenwood Ave, Raleigh, NC 27603

Digital toy
Courier: Rosalie B.
To 612 Glenwood Ave, Raleigh, NC 27603

Explore

All categories

Headphones
$85 · 1.3 mi
Good

Yellow plastic chair
$350 · 0.9 mi
Excellent

Variegated Rubber Plant
$65 · 1.5 mi
Good

Camel Bomber Jacket
$48 · 0.6 mi
Good

All categories

Sony MDR-7506 Headphones
$85 · 1.3 mi
Good

Pixel Icon Throw Blanket
$95 · 0.9 mi
Excellent

Variegated Rubber Plant
$65 · 1.5 mi
Good

Camel Bomber Jacket
$48 · 0.6 mi
Good

Tamagotchi, Pastel Shell
$55 · 1.3 mi
Good

1973 Fender Twin Reverb
$1,450 · 0.6 mi
Good

Mustard Lounge Chair, Walnut Arms
$640 · 1.1 mi
Good

White Studio Pottery Teapot
$48 · 1.6 mi
Good

Pickup App

Excellent

$350

Yellow plastic chair

Iconic plastic chair from 1974 by Car… Kartell. In great condition, no scratches or marki… is for each individual chair, but have a set of 4 that… ndle for $1000 total.

IA
Inés Aldama
5.0 · 11 sales

GLENWOOD SOUTH
HISTORIC OAKWOOD
DOWNTOWN

Buy now

Pickup App

Search Raleigh

Y

new furniture in your area
Explore

popular items
Discover now

electronics
Discover now

new furnitu… in your area
Explore

All categories

Sony MDR-7506 Headphones
$85 · 1.3 mi
Good

Pixel Icon Throw Blanket
$95 · 0.9 mi
Excellent

Variegated Rubber Plant
$65 · 1.5 mi
Good

Camel Bomber Jacket
$48 · 0.6 mi
Good

Icon riffs

Pickup App

Excellent

$400

Red leather handbag

Luxe red leather handbag with silver-tone hardware and hand strap. Comes with a little key to lock the closure as well. Looks small but fits a lot! Comes with original box and dust bag. Can provide original receipt too upon request.

IA
Inés Aldama
5.0 · 11 sales

Button riffs

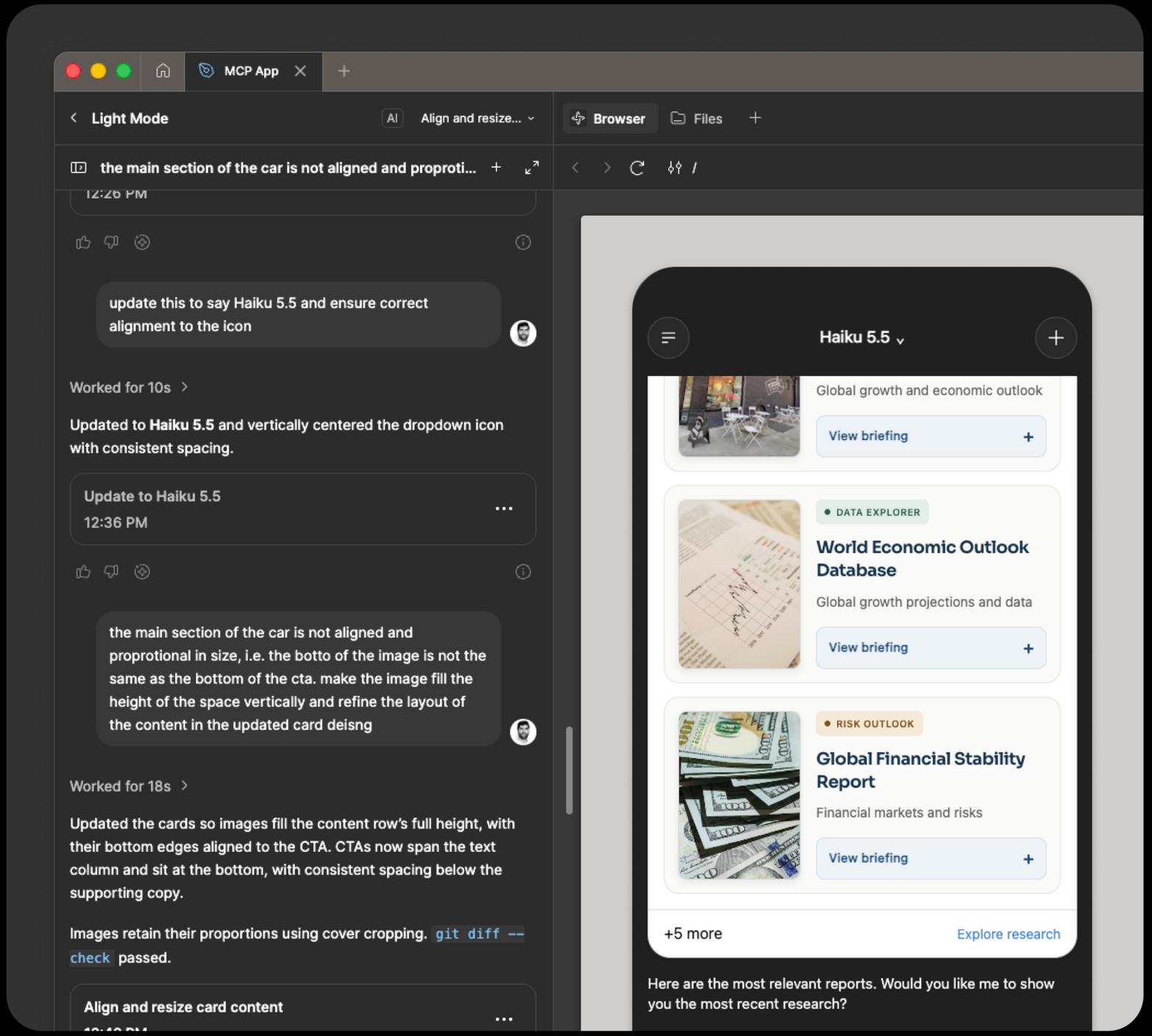
Overlay

Secondary

Buy now

Pickup App

BRO



MERKLE

"The power of code layers is removing the perceived decision between code-based and canvas-based tools, with the full power of both."

DAVE VALLEJAS
VP & GLOBAL LEAD OF EXPERIENCE DESIGN
MERKLE

"I went through 19 versions with only about an hour of hands-on-keyboard time, since the agent did most of the processing. Compared with building it myself in Figma as a non-designer, that's at least 10 times more efficient, or about 90% time saved."

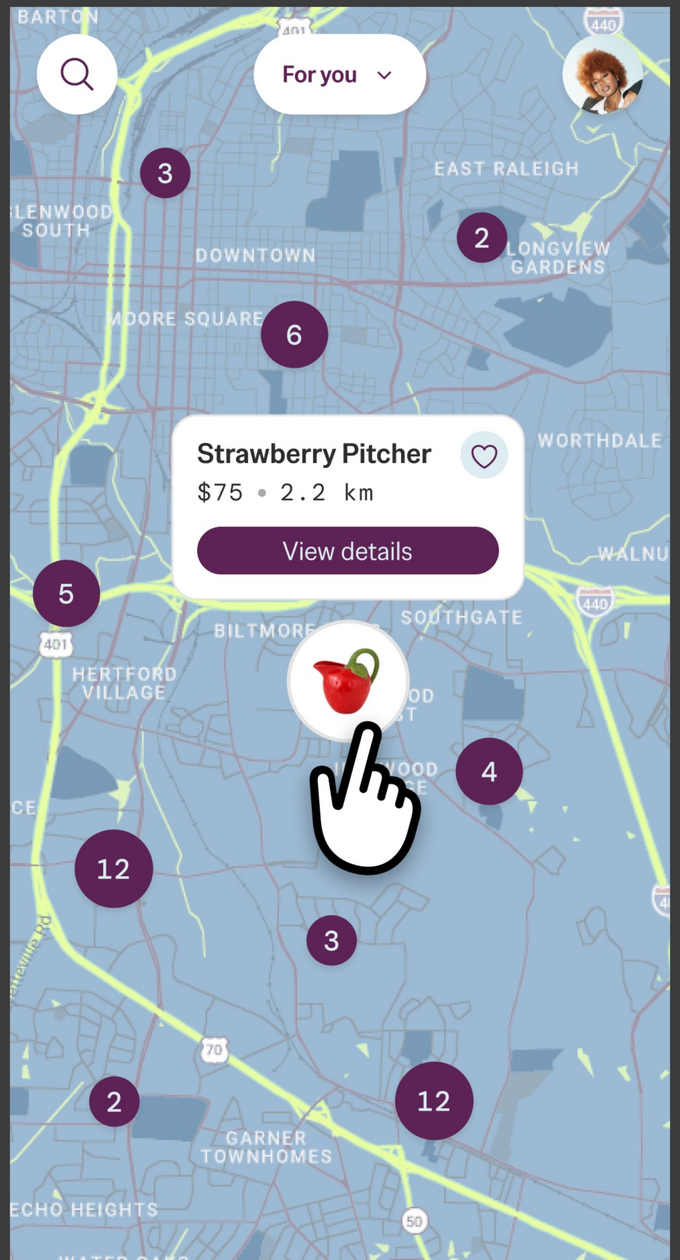
Lindsay Brechler
Senior Product Manager, AI
Cox Automotive

COX AUTOMOTIVE

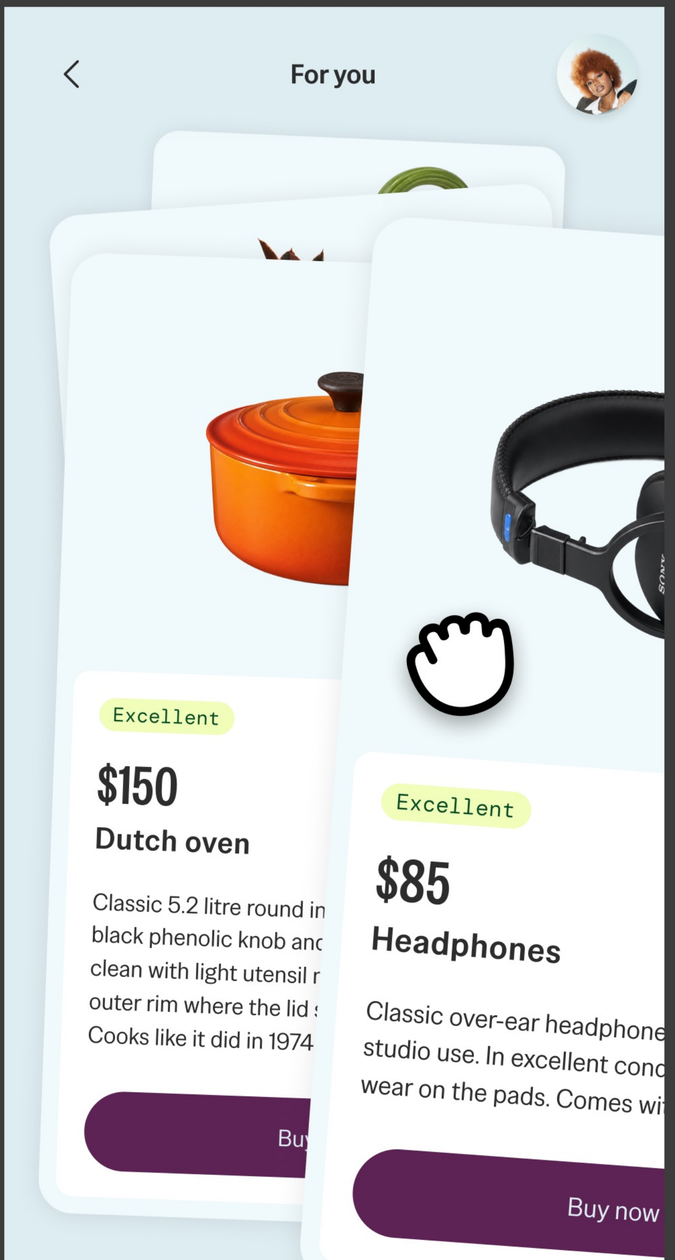
{ } Onboarding animation



{ } Map clustering



{ } Curated browsing



Pickup

100%

Share

Expand

PRD: Bundled delivery at checkout

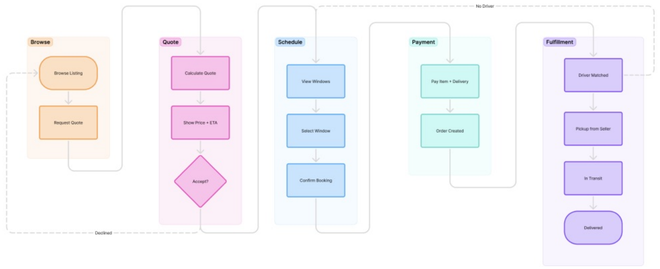
PRD: Bundled delivery at checkout

Problem

Recent separate deliveries show nearby pickups, overlapping time windows, and repeated road segments. These patterns justify investigating coordination at checkout. They do not establish that trips could have been combined or that bundling would lower costs; seller readiness, load capacity, and driver schedules still require validation.

Improvements to the checkout experience

Today's checkout charges buyers before a driver is matched, splits price and timing across separate screens, and leaves buyers who decline with nowhere to go. The redesign shows price and ETA for each delivery window, holds a driver before payment, and only charges once a driver is confirmed, so no one pays for an order we can't deliver.



Pricing and confirmation requirements

The server calculates prices in integer cents and returns a quote ID, expiry, route version, available windows, and the separate-trip comparison. Proposed quote lifetime is 10 minutes. Revalidate availability, capacity, and total before confirming. If any value changes, show a revised quote and require buyer acceptance.

Pickup / PRD: Bundled delivery at checkout

Share

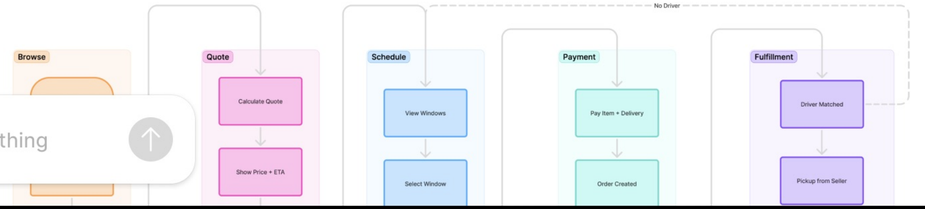
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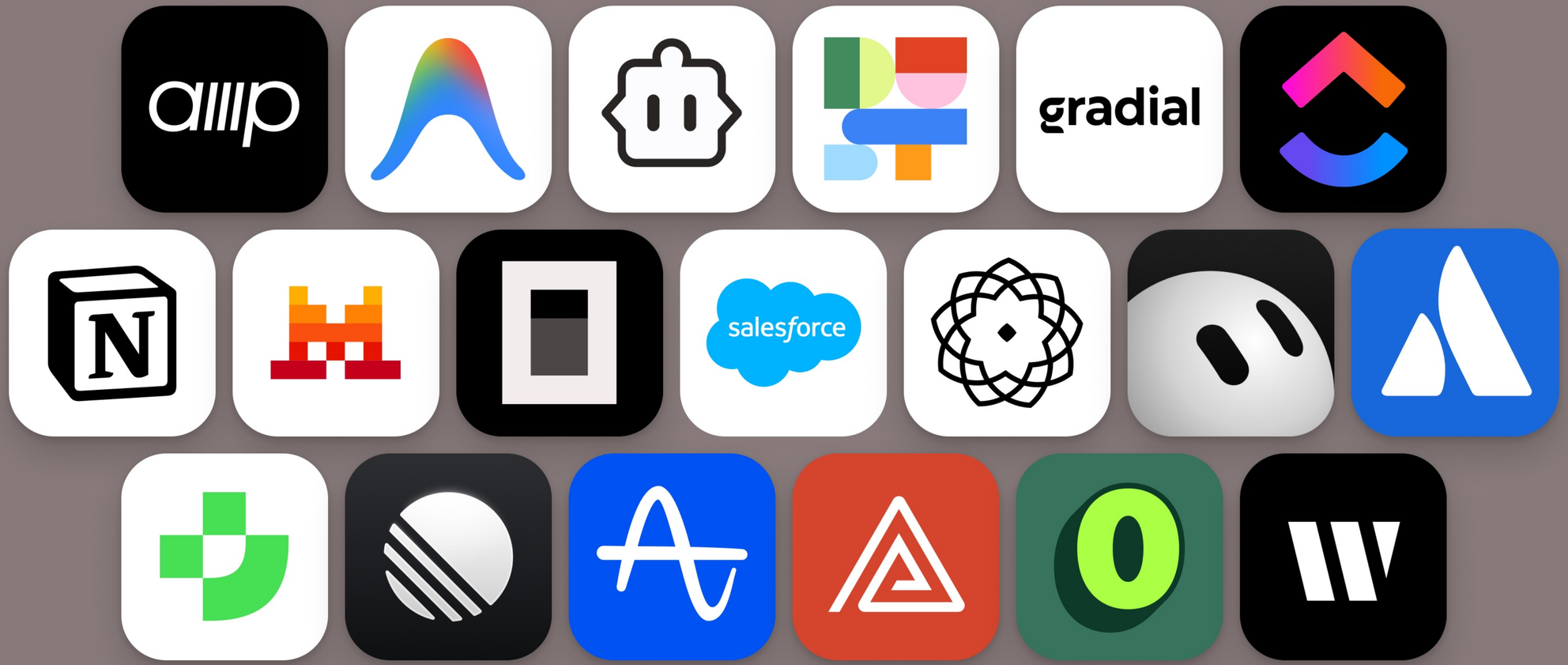
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Ask anything

New MCP partners



Figma MCP usage

Weekly active users,
as of October 31

~1 million

Total MCP Usage Growth QoQ

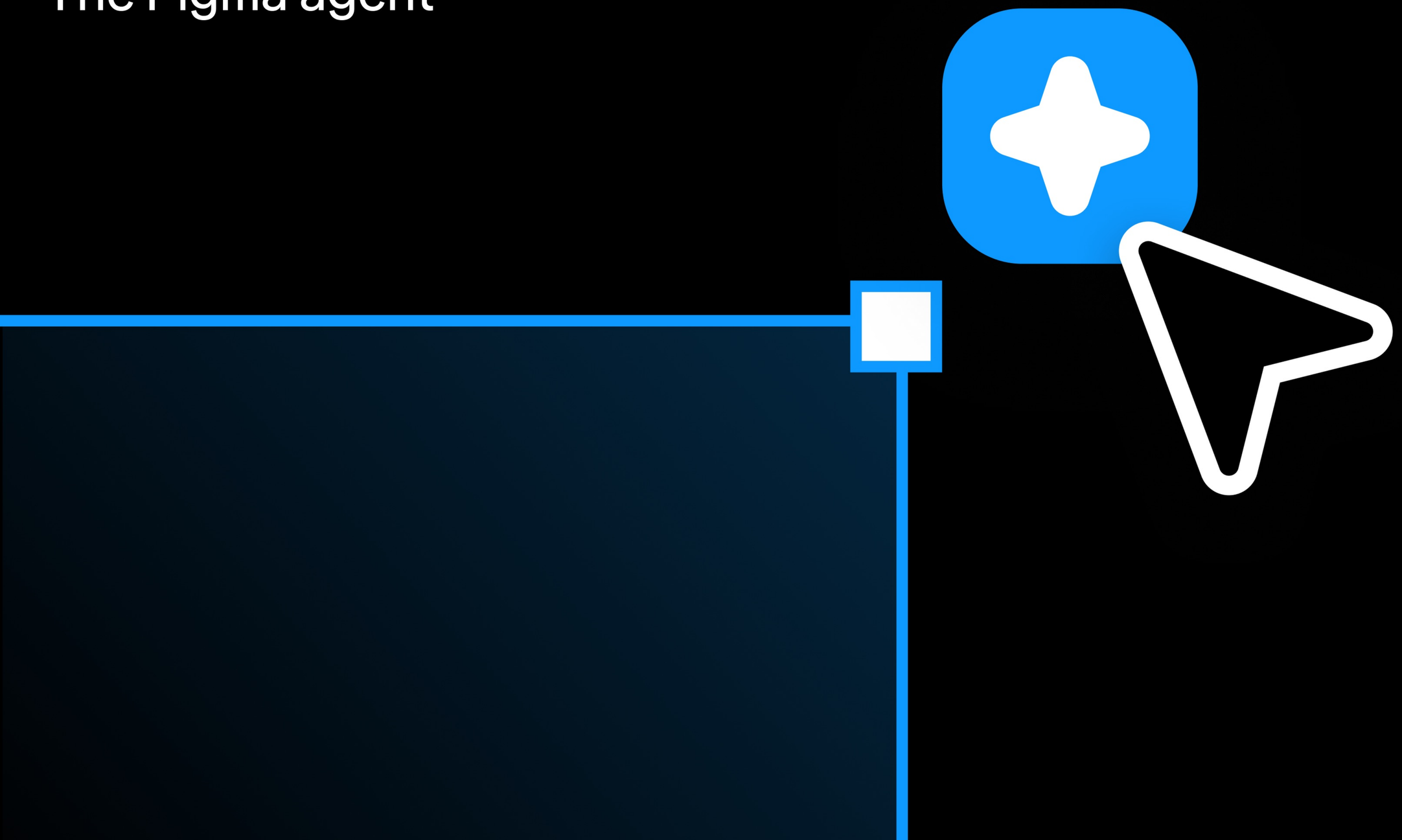
3X

Write-back Usage Growth QoQ

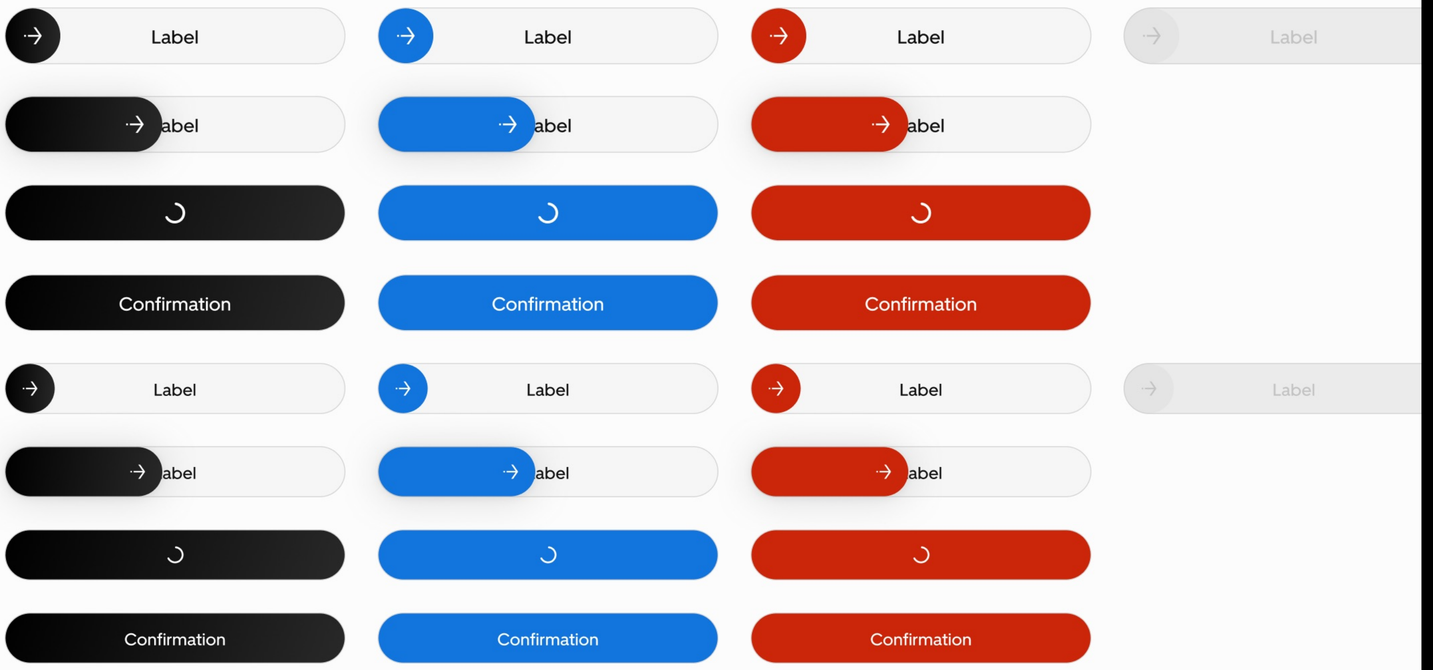
4X

Refer to the appendix to this presentation for the definition of weekly active users

The Figma agent



❖ Sliding button



PROPERTIES

Sliding button

Slide-to-confirm action button with loading and completion states.

Color

3 options. Default: primary



Uber

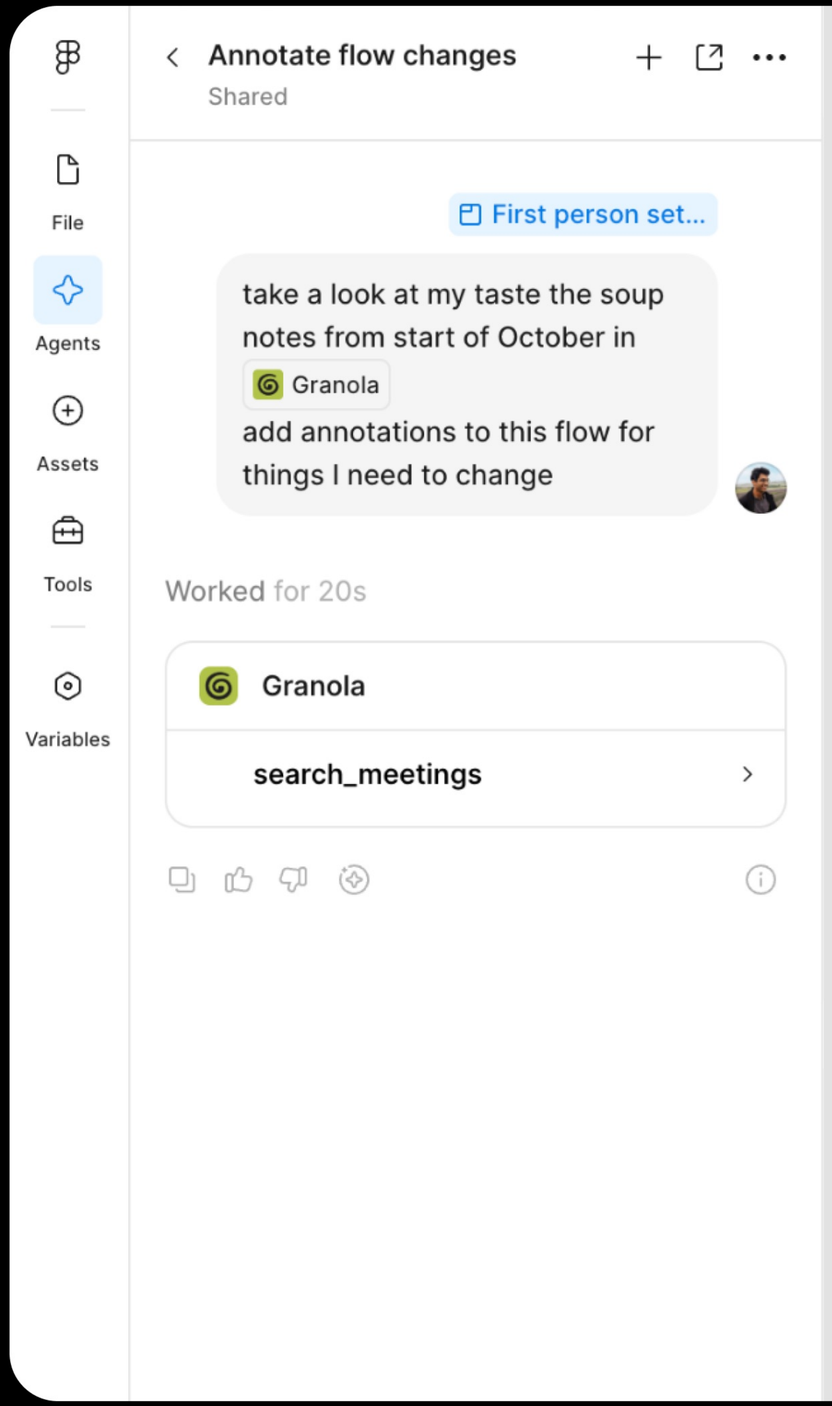
"It's made us a lot more efficient, and allows us to ship higher-quality components in a fraction of the time."

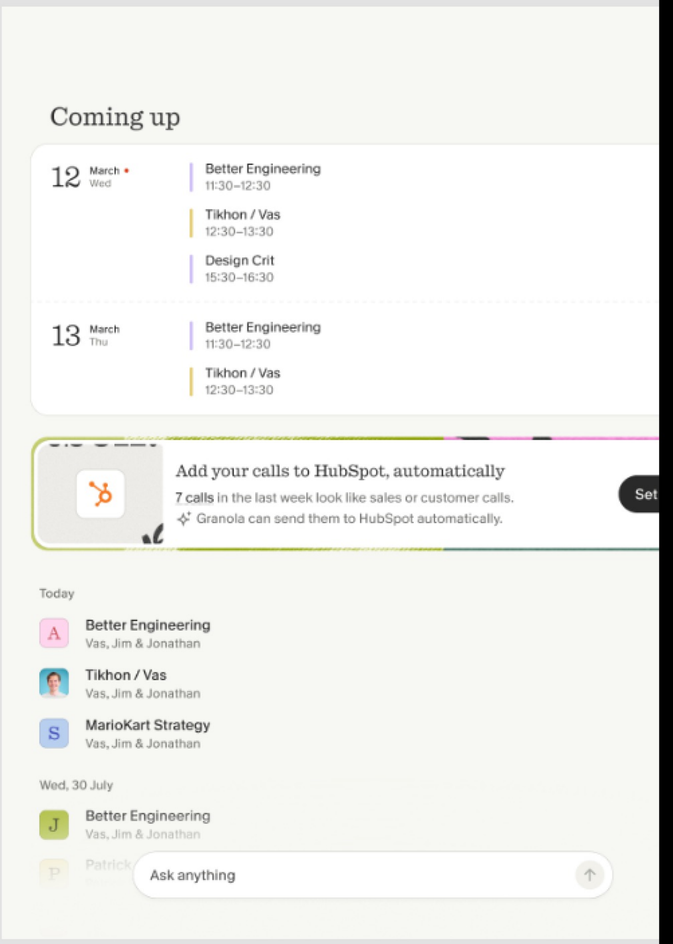
IAN GUISARD
PRODUCT DESIGNER
UBER

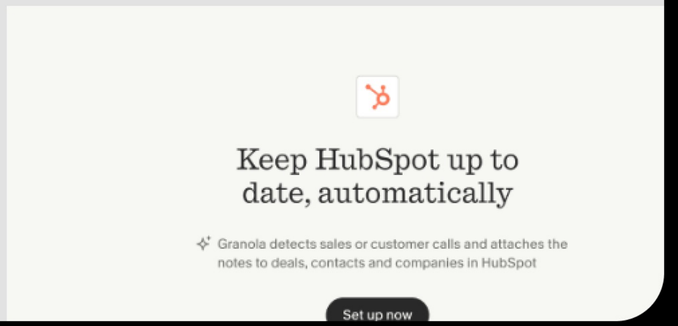
granola

"The quicker you can get a design in front of a user, the better. Everything I do with the Figma agent is in service of that."

PAAVAN BUDDHDEV
PRODUCT DESIGNER
GRANOLA







The Figma agent

65%

of Paid Customers with more than $10,000 in ARR using the Figma agent on a weekly basis, as of October 31

2.5X

Increase in weekly AI credit consumption, excluding beta usage, between the Figma agent's GA launch and October 31

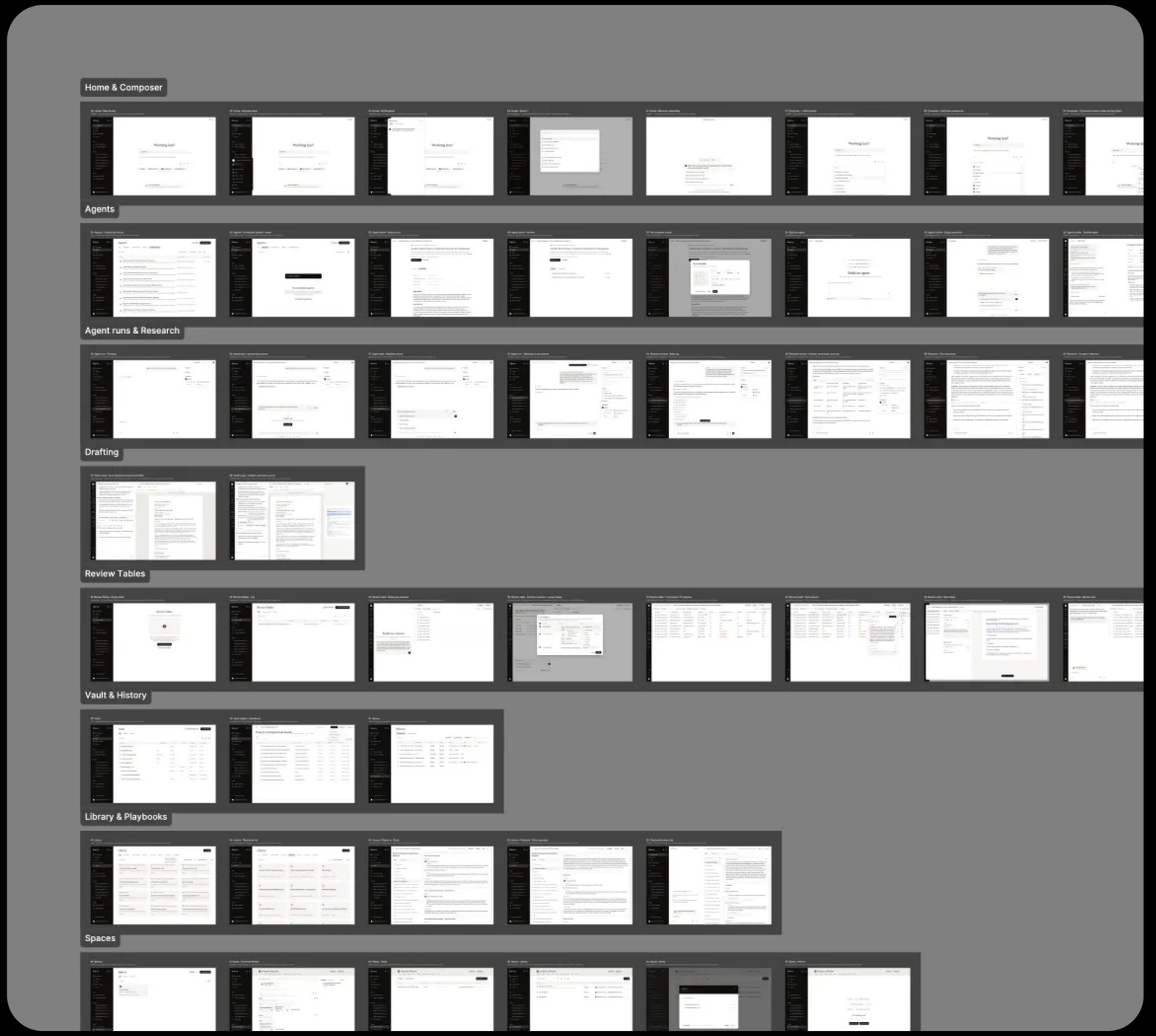
Refer to the appendix to this presentation for the definition of Paid Customers with more than $10,000 in ARR.

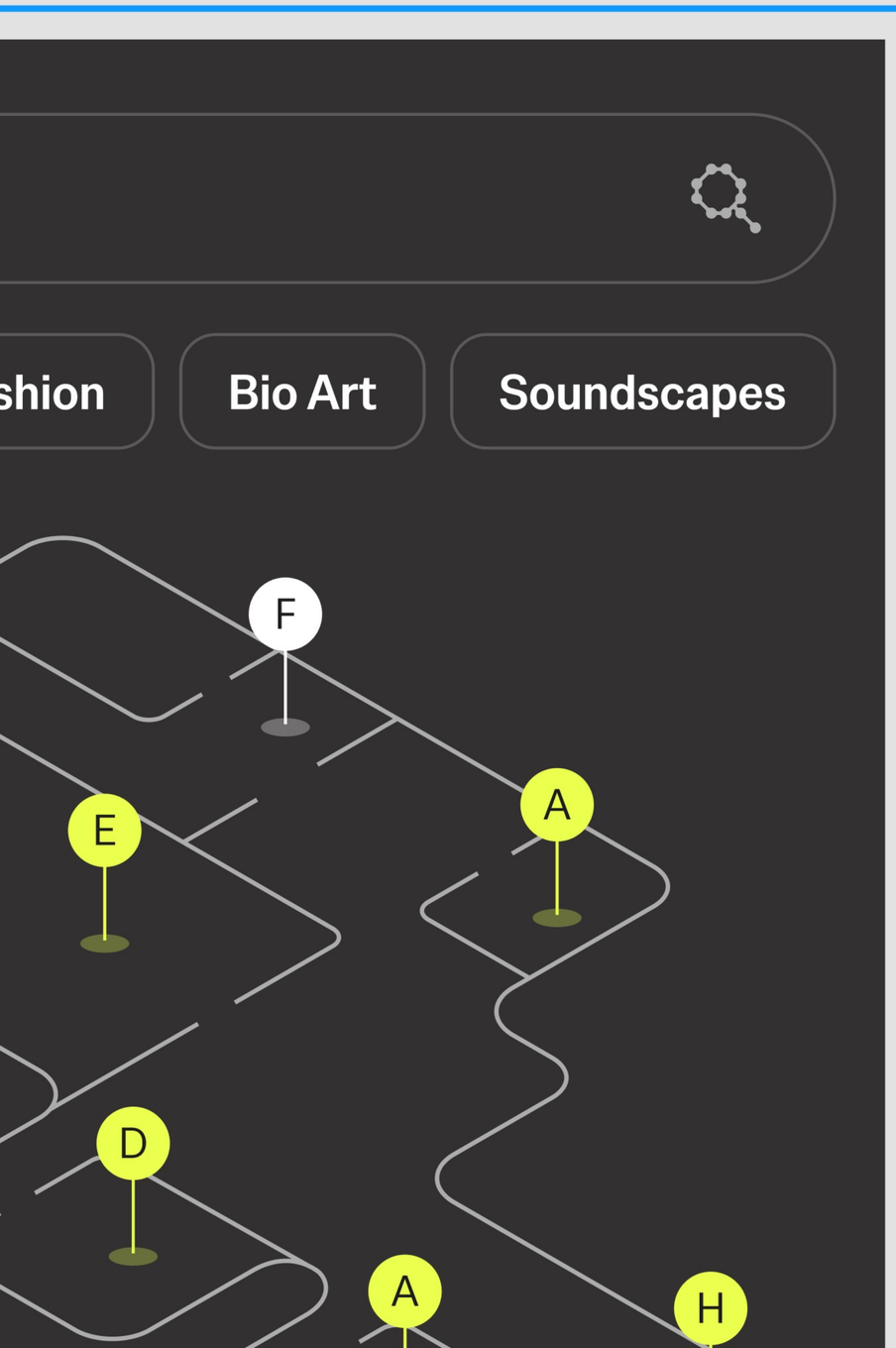
Harvey

"We think about our Figma the way engineers think about a codebase."

SHAWN FARSAI
CREATIVE DIRECTOR
HARVEY

GABE PEREYRA
PRESIDENT & CO-FOUNDER
HARVEY





Add a filter to this card using my design system

First party model

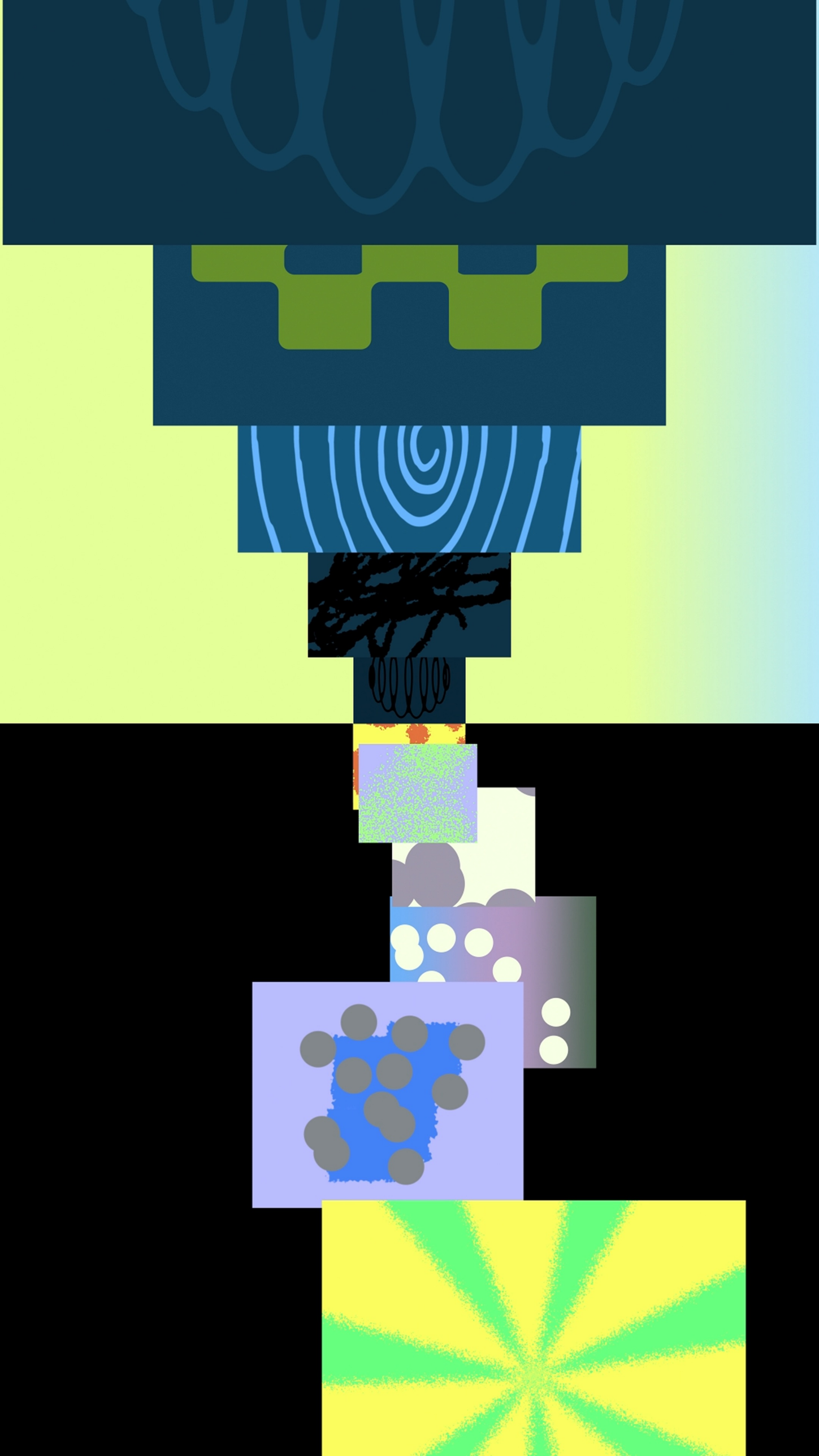
62%

In head-to-head testing with expert designers, the Figma agent beats or matches the previous production agent 62% of the time

60%

Users undo the Figma agent's work 60% less often, compared to the previous production agent

Based on Figma research





Praveer Melwani
CFO

Continued strength in renewals, expansion, and upgrades

AI usage is growing

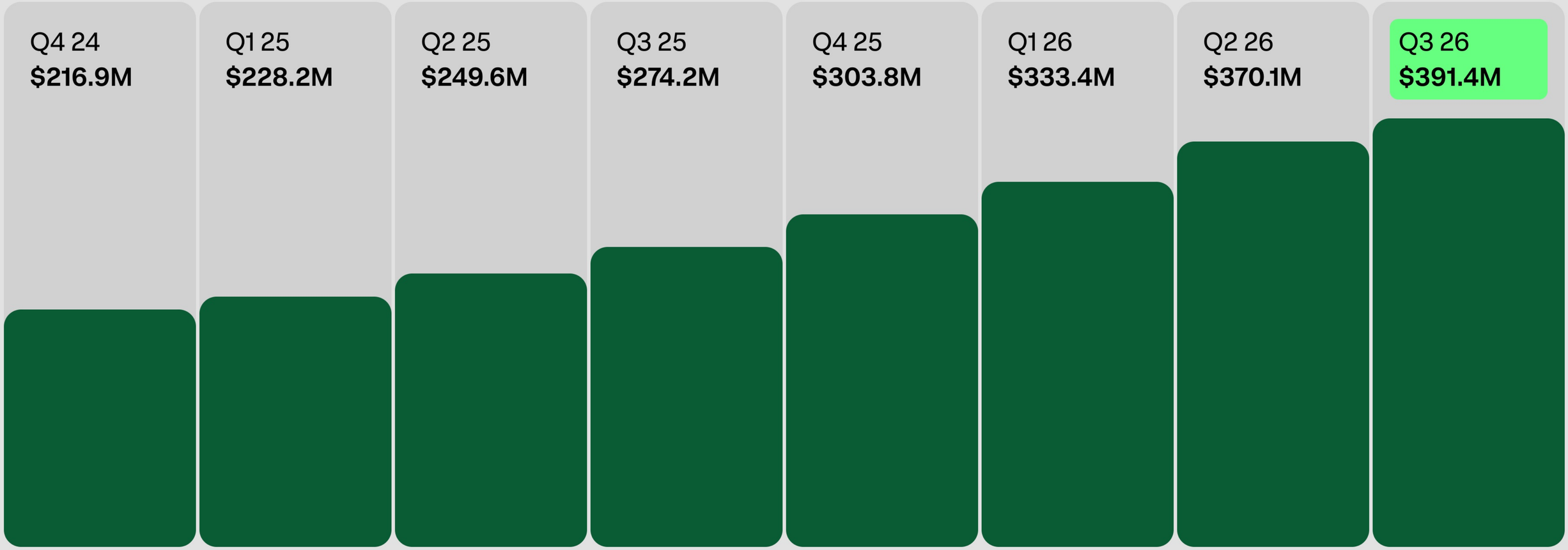
MCP driving conversion, retention, and expansion

Revenue

$391.4M

Year-over-year Growth

43%



Net Dollar Retention Rate

131%

Paid Customers with more than $10,000 in ARR

16,566

Paid Customers with more than $100,000 in ARR

1,717

Refer to the appendix to this presentation for a definition of Net Dollar Retention Rate, Paid Customers with more than $10,000 in ARR, and Paid Customers with more than $100,000 in ARR.


Add AI credits

Non-GAAP Gross Profit

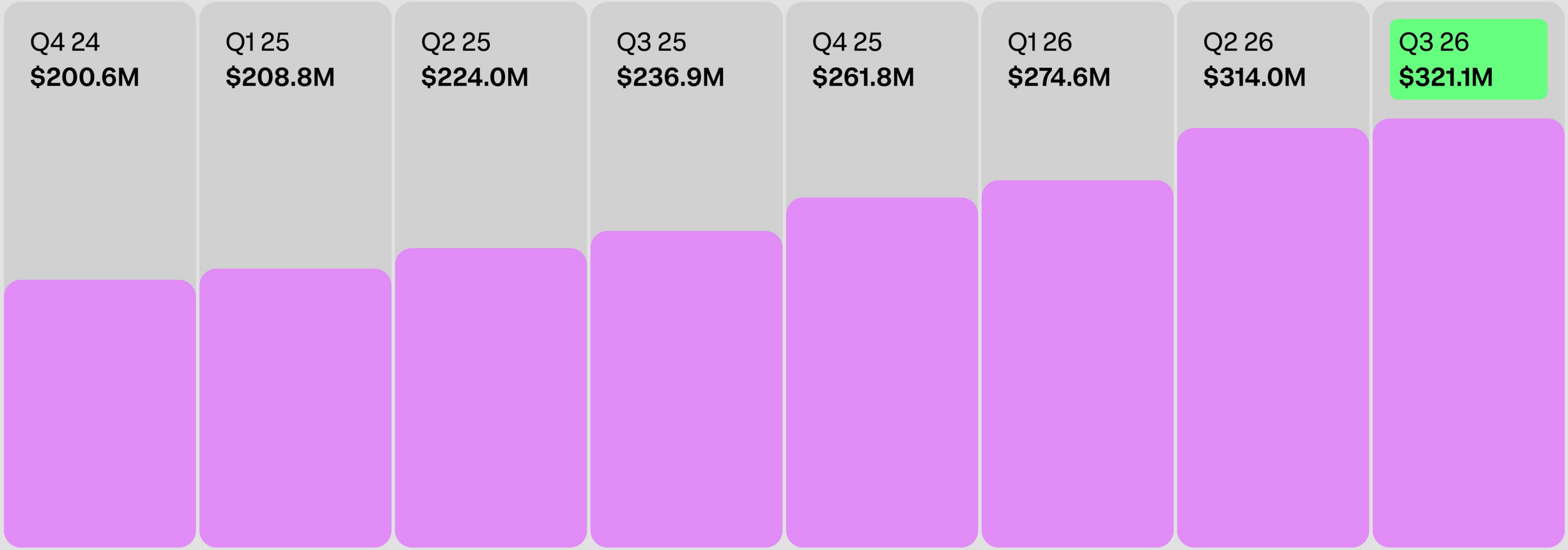
$321.1M

Non-GAAP Gross Profit Growth YoY

36%

Non-GAAP Gross Margin

82%



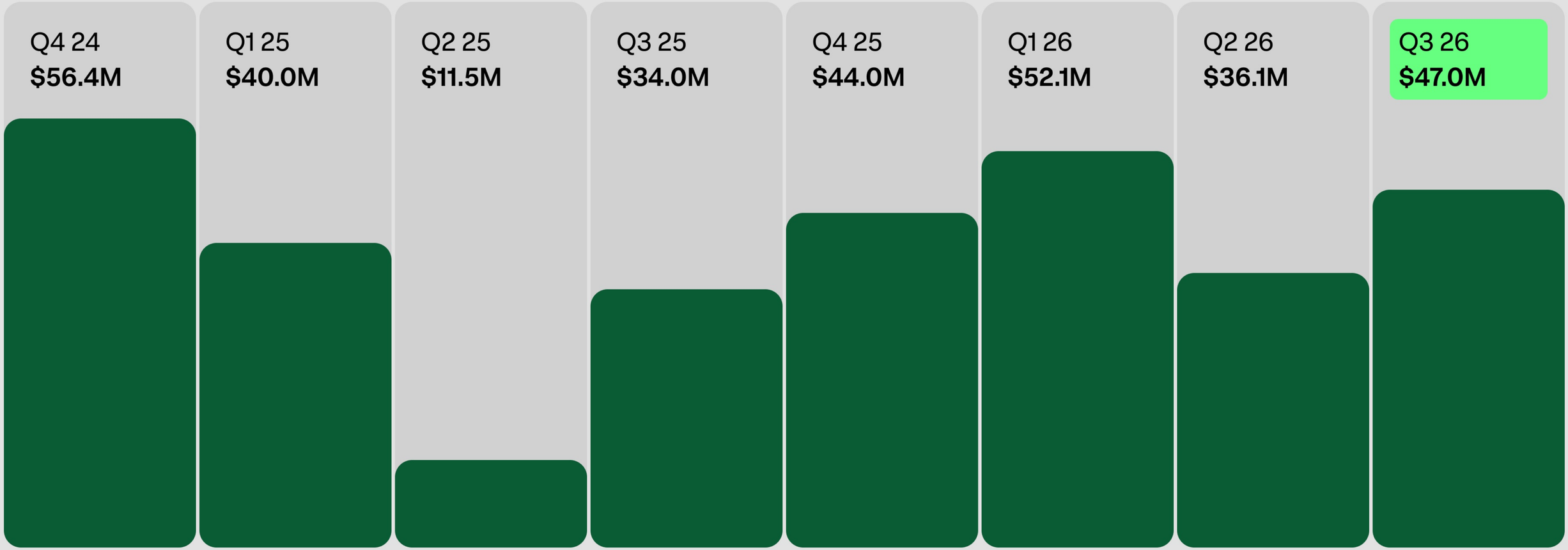
Non-GAAP Gross Profit and Non-GAAP Gross Margin are non-GAAP financial measures. Please see the reconciliation from GAAP to non-GAAP measures contained in the appendix to this presentation.

Non-GAAP Operating Income

$47.0M

Non-GAAP Operating Margin

12%



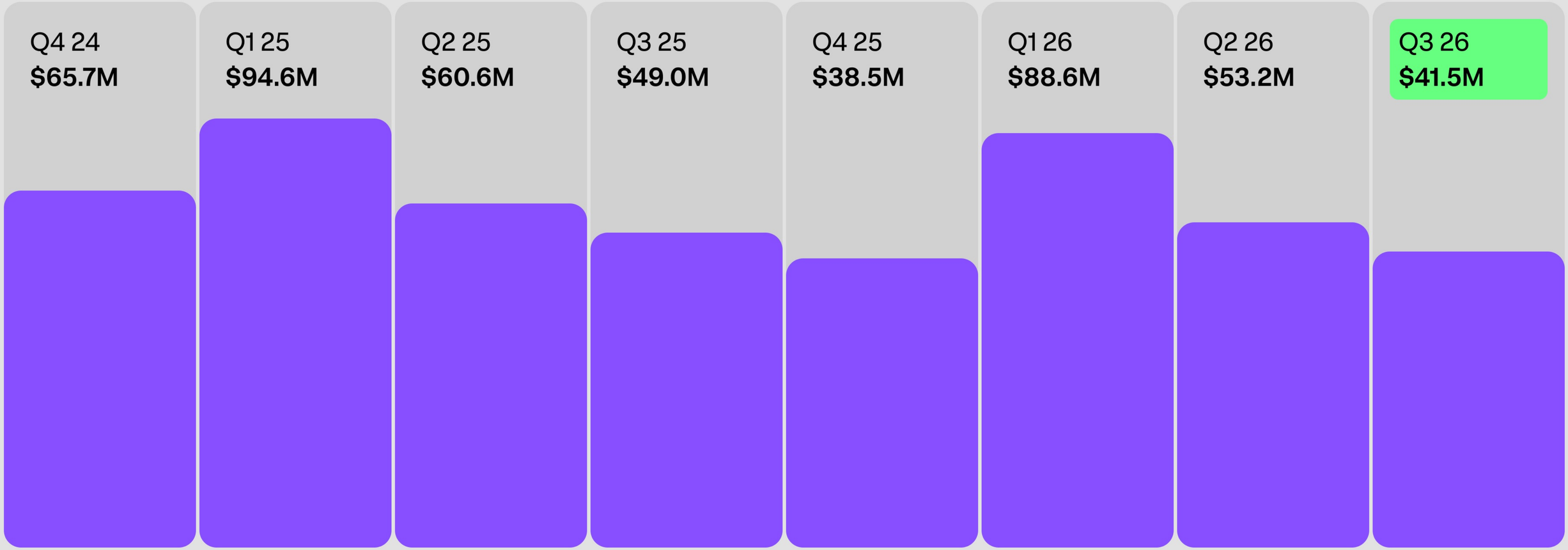
Non-GAAP Operating Income and Non-GAAP Operating Margin are non-GAAP financial measures. Please see the reconciliation from GAAP to non-GAAP measures contained in the appendix to this presentation.

Adjusted Free Cash Flow

$41.5M

Adjusted Free Cash Flow Margin

11%



Adjusted Free Cash Flow and Adjusted Free Cash Flow Margin are non-GAAP financial measures. Please see the reconciliation from GAAP to non-GAAP measures contained in the appendix to this presentation. Note that Free Cash Flow and Adjusted Free Cash Flow are equivalent for Q3 2026.

Revenue (Q4)

$402.0–404.0M

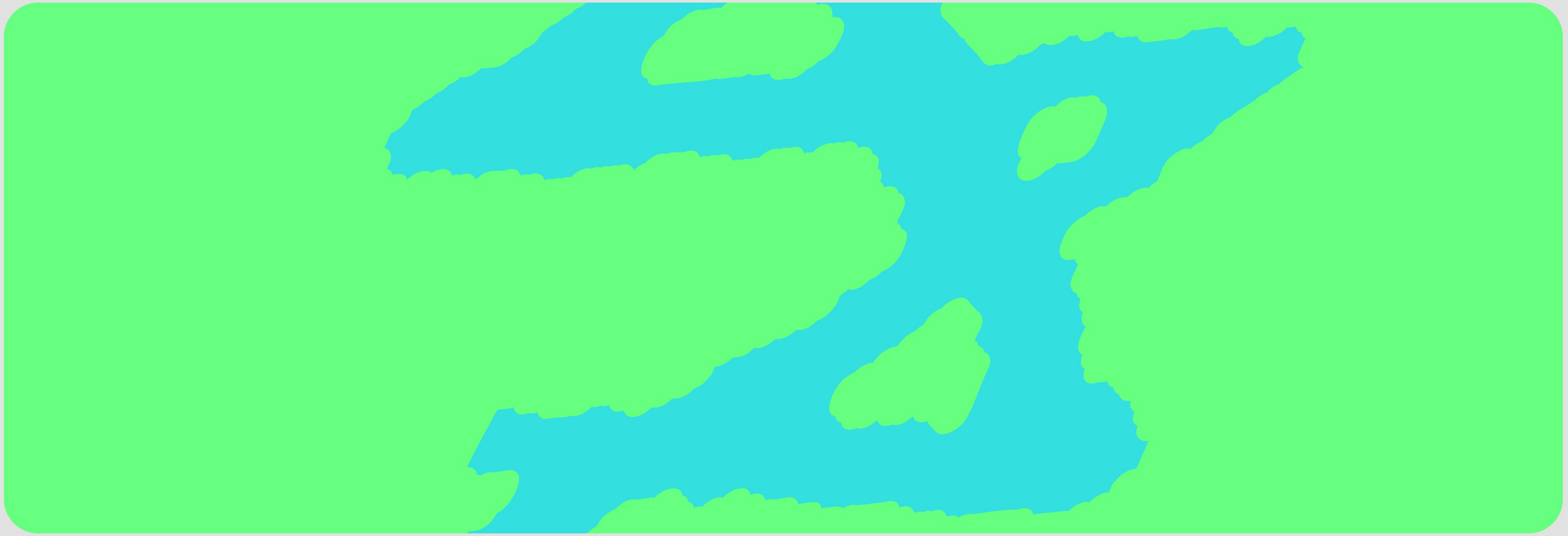
Revenue (FY)

$1.497–1.499B

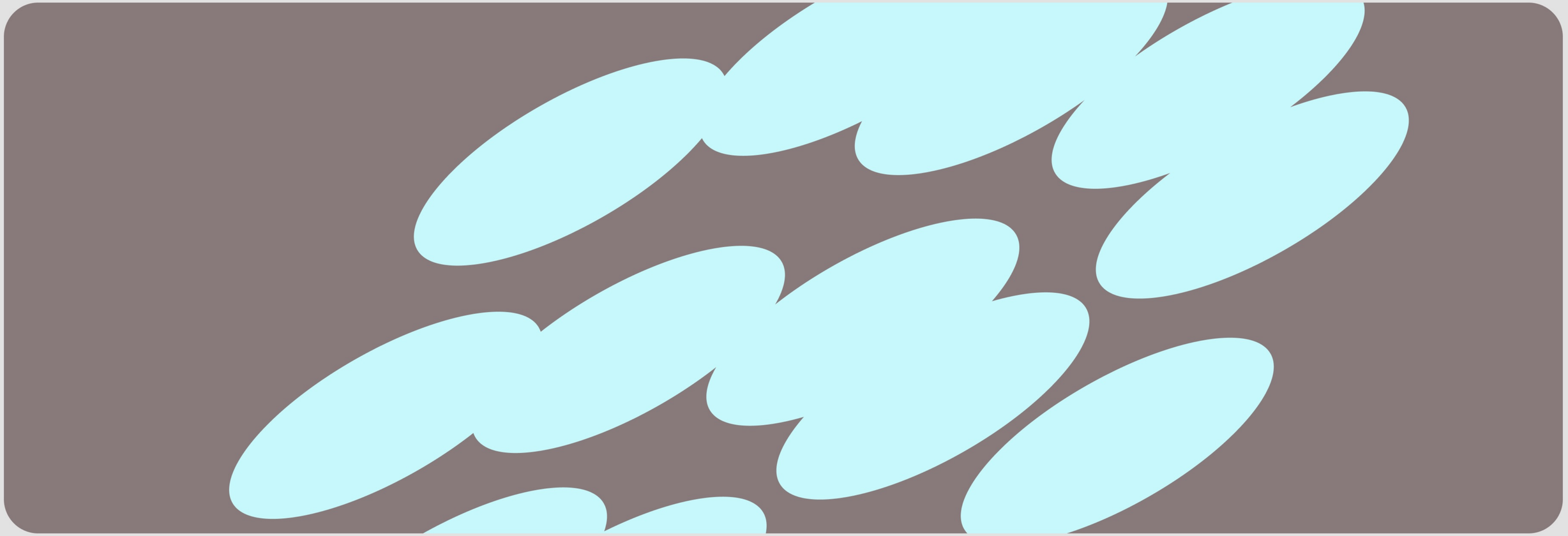
Non-GAAP
Operating Income (FY)

$158.0–163.0M

Non-GAAP Operating Income is a non-GAAP financial measure. We have not reconciled our outlook as to Non-GAAP Operating Income to its most directly comparable GAAP measure because certain items that impact Non-GAAP Operating Income are out of our control or cannot be reasonably predicted. Accordingly, a reconciliation for forward-looking Non-GAAP Operating Income is not available without unreasonable effort.



Q&A



Appendix

Net Dollar Retention Rate ("NDR"): We calculate NDR as of the applicable period of measurement by starting with the ARR of Paid Customers with more than $10,000 in ARR as of twelve months prior to such date of measurement ("Prior Period ARR"). We then calculate the ARR for those same customers as of the applicable period of measurement ("Current Period ARR"). We then divide Current Period ARR by Prior Period ARR to calculate our NDR for the applicable date of measurement. Our NDR reflects customer expansion, contraction, and customer churn. We calculate NDR using ARR from Paid Customers with more than $10,000 in ARR because we believe that $10,000 in ARR is an important threshold, as it is a strong indicator of significant paid usage of our products.

Annual Recurring Revenue ("ARR"): We calculate ARR as the annualized value of our active customer agreements as of the measurement date, assuming any agreement that expires during the next twelve months following the measurement date is renewed on existing terms. A customer agreement is considered active when seats are provisioned to the customer at the start of their subscription. In cases where contracts are signed but not provisioned prior to the measurement date, the customer agreement is counted as active if provisioning takes place no more than 15 days after the measurement date.

Paid Customer: We define a Paid Customer as a customer account that is billed separately for which we have an active paid subscription as of the last day of the applicable period of measurement. A single organization with multiple divisions, segments, subsidiaries, or subscribing teams that are each billed separately are counted as multiple Paid Customers. A customer account is considered active when seats are provisioned to the customer at the start of their subscription. In cases where contracts are signed but not provisioned as of the last date of the applicable period of measurement, the customer account is counted as active if provisioning takes place no more than 15 days after the last day of the applicable period of measurement.

Weekly Active Users: We define weekly active users as the number of unique users that access at least one of our products during a given week. We calculate quarterly growth in our weekly active users using the week from each quarter with the highest number of active users. We calculate weekly active users of Figma Make on Full seats that also used Figma Design in a given quarter using the week with the highest number of such users in the quarter.

Paid Customer with more than $10,000 in ARR: A Paid Customer with a total of $10,000 or more of ARR as of the last day of the applicable period of measurement.

Paid Customer with more than $100,000 in ARR: A Paid Customer with a total of $100,000 or more of ARR as of the last day of the applicable period of measurement.

Additional terms are defined in our Quarterly Report on Form 10-Q for the quarter ended September 30, 2026, filed or to be filed with the SEC on November 4, 2026.

Reconciliation of Non-GAAP Gross Profit and Gross Margin

Q3 2026

(In thousands)	Q4 24	Q1 25	Q2 25	Q3 25	Q4 25	Q1 26	Q2 26	Q3 26
GAAP gross profit	**$200,482**	**$208,747**	**$221,751**	**$190,289**	**$249,474**	**$264,773**	**$309,611**	**$314,440**
Plus: Stock-based compensation expense	—	—	218	42,987	7,774	5,081	2,036	3,565
Plus: Amortization of stock-based compensation included in capitalized internal use software development costs	82	86	188	258	258	258	308	819
Plus: Amortization of acquired intangibles from acquisitions	—	—	1,797	2,263	3,897	3,886	1,909	2,091
Plus: Employer payroll taxes on employee stock transactions	—	—	—	1,066	389	561	135	211
Non-GAAP gross profit	**$200,564**	**$208,833**	**$223,954**	**$236,863**	**$261,792**	**$274,559**	**$313,999**	**$321,126**
GAAP gross margin	92%	91%	89%	69%	82%	79%	84%	80%
Non-GAAP gross margin	**92%**	**92%**	**90%**	**86%**	**86%**	**82%**	**85%**	**82%**

Reconciliation of Non-GAAP Operating Income and Margin

Q3 2026

(In thousands)	Q4 24	Q1 25	Q2 25	Q3 25	Q4 25	Q1 26	Q2 26	Q3 26
GAAP operating income (loss)	**$51,669**	**$39,749**	**$2,076**	**$(1,136,780)**	**$(195,502)**	**$(137,398)**	**$(117,289)**	**$(119,165)**
Plus: Stock-based compensation expense	153	197	7,310	1,138,332	218,294	168,998	147,554	158,586
Plus: Amortization of stock-based compensation included in capitalized internal use software development costs	82	86	188	258	258	258	308	819
Plus: Transaction costs and other related expenses associated with the Abandoned Merger with Adobe	4,474	—	—	—	—	—	—	—
Plus: Employer payroll taxes on employee stock transactions	—	—	—	29,828	16,903	13,893	3,486	3,547
Plus: Amortization of acquired intangibles from acquisitions	—	—	1,898	2,388	4,022	4,011	2,034	2,216
Plus: 2024 Tender Offer transaction costs	33	—	—	—	—	—	—	—
Plus: Impairment losses on long-lived assets	—	—	—	—	—	2,371	—	—
Plus: Acquisition-related expenses	—	—	—	—	—	—	—	1,000
Non-GAAP operating income	**$56,411**	**$40,032**	**$11,472**	**$34,026**	**$43,975**	**$52,133**	**$36,093**	**$47,003**
GAAP operating margin	**24%**	**17%**	**1%**	**(415)%**	**(64)%**	**(41)%**	**(32)%**	**(30)%**
Non-GAAP operating margin	**26%**	**18%**	**5%**	**12%**	**14%**	**16%**	**10%**	**12%**

Abandoned Merger with Adobe and 2024 Tender Offer are defined in our Annual Report on Form 10-K for the year ended December 31, 2025, filed with the SEC on February 18, 2026.

Reconciliation of Free Cash Flow and Adjusted Free Cash Flow

Q3 2026

(In thousands)	Q4 24	Q1 25	Q2 25	Q3 25	Q4 25	Q1 26	Q2 26	Q3 26
Net cash provided by (used in) operating activities	**$73,091**	**$97,177**	**$62,455**	**$51,163**	**$39,886**	**$97,308**	**$60,893**	**$48,405**
Less: Capital expenditures	(662)	(874)	(1,134)	(1,702)	(734)	(7,812)	(6,688)	(6,896)
Less: Capitalized internal use software development costs	(1,604)	(1,721)	(718)	(414)	(700)	(888)	(995)	—
Free Cash Flow	**$70,825**	**$94,582**	**$60,603**	**$49,047**	**$38,452**	**$88,608**	**$53,210**	**$41,509**
Plus: Transaction costs and other related expenses associated with the Abandoned Merger with Adobe	14	—	—	—	—	—	—	—
Plus: Estimated income taxes related to the Abandoned Merger with Adobe	(5,148)	—	—	—	—	—	—	—
Adjusted Free Cash Flow	**$65,691**	**$94,582**	**$60,603**	**$49,047**	**$38,452**	**$88,608**	**$53,210**	**$41,509**
Net cash provided by (used in) investing activities	(63,465)	41,251	(74,826)	(260,873)	(76,965)	(7,449)	(6,251)	20,126
Net cash provided by (used in) financing activities	61,210	339	15,445	(71,453)	99,007	(87,536)	(13,719)	(6,645)
Operating Cash Flow Margin	**34%**	**43%**	**25%**	**19%**	**13%**	**29%**	**16%**	**12%**
Adjusted Free Cash Flow Margin	**30%**	**41%**	**24%**	**18%**	**13%**	**27%**	**14%**	**11%**

Abandoned Merger with Adobe is defined in our Annual Report on Form 10-K for the year ended December 31, 2025, filed with the SEC on February 18, 2026.