



Consolidated Financial Metrics

Unaudited, \$ in millions

Description	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY 2024	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	FY 2025	Q1 FY26	Q2 FY26
GAAP Results of Operations												
Revenue⁽¹⁾	\$801	\$894	\$919	\$988	\$3,602	\$1,035	\$1,081	\$1,360	\$1,415	\$4,891	\$1,442	\$1,469
Cost of revenue ^{(1)(A)}	179	199	205	219	801	225	236	296	315	1,072	294	292
Developer exchange fees	202	208	232	281	923	282	316	428	477	1,503	423	363
Infrastructure and trust & safety	227	221	245	222	915	242	261	321	329	1,153	324	363
Research and development	362	362	365	355	1,444	374	385	399	411	1,569	422	420
General and administrative	98	106	99	105	408	119	152	145	164	580	209	199
Sales and marketing	36	35	53	50	174	48	53	67	78	246	64	61
Total costs and expenses	1,104	1,131	1,199	1,232	4,665	1,290	1,403	1,656	1,774	6,123	1,736	1,698
Loss from operations	(303)	(237)	(280)	(244)	(1,063)	(255)	(322)	(296)	(359)	(1,232)	(294)	(229)
Interest income	42	44	47	46	178	46	49	52	54	201	55	59
Interest expense	(10)	(11)	(10)	(10)	(41)	(10)	(11)	(10)	(10)	(41)	(10)	(10)
Other income/(expense), net	—	(3)	2	(10)	(11)	4	5	(3)	(2)	4	2	(3)
Loss before income taxes	(271)	(207)	(241)	(218)	(937)	(215)	(279)	(257)	(317)	(1,068)	(247)	(183)
Provision for/(benefit from) income taxes	1	—	—	3	4	1	1	1	1	4	1	2
Consolidated net loss	(272)	(207)	(241)	(221)	(941)	(216)	(280)	(258)	(318)	(1,072)	(248)	(185)
Net loss attributable to noncontrolling interest	(1)	(1)	(1)	(2)	(5)	(1)	(2)	(2)	(2)	(7)	(2)	(2)
Net loss attributable to common stockholders	(271)	(206)	(240)	(219)	(936)	(215)	(278)	(256)	(316)	(1,065)	(246)	(183)

GAAP to Non-GAAP Reconciliation: Consolidated Net Loss to Adjusted EBITDA⁽³⁾

Consolidated net loss	(272)	(207)	(241)	(221)	(941)	(216)	(280)	(258)	(318)	(1,072)	(248)	(185)
<i>Add (deduct):</i>												
Interest income	(42)	(44)	(47)	(46)	(178)	(46)	(49)	(52)	(54)	(201)	(55)	(59)
Interest expense	10	11	10	10	41	10	11	10	10	41	10	10
Other (income)/expense, net	—	3	(2)	10	11	(4)	(5)	3	2	(4)	(2)	3
Provision for/(benefit from) income taxes	1	—	—	3	4	1	1	1	1	4	1	2
Depreciation and amortization	54	52	69	51	226	54	54	55	63	226	61	65
Stock-based compensation expense	241	252	265	258	1,016	259	285	287	298	1,129	275	282
Legal settlement expenses ⁽²⁾	—	—	—	—	—	—	—	—	—	—	57	34
Other charges	1	—	—	—	1	—	2	—	—	2	—	—
Adjusted EBITDA	(\$7)	\$67	\$54	\$66	\$180	\$58	\$18	\$46	\$3	\$125	\$99	\$152

Change in deferred revenue and deferred cost of revenue

Change in deferred revenue	\$128	\$67	\$216	\$382	\$792	\$178	\$365	\$573	\$818	\$1,934	\$299	\$99
Change in deferred cost of revenue	(\$33)	(\$19)	(\$48)	(\$65)	(\$165)	(\$31)	(\$64)	(\$115)	(\$122)	(\$331)	(\$32)	\$9
Total net increase in deferred revenue and deferred cost of revenue	\$95	\$48	\$168	\$317	\$628	\$147	\$301	\$458	\$696	\$1,603	\$267	\$108

Four Main Expenses

Cost of revenue ^{(1)(A)}	\$179	\$199	\$205	\$219	\$801	\$225	\$236	\$296	\$315	\$1,072	\$294	\$292
Developer exchange fees	\$202	\$208	\$232	\$281	\$923	\$282	\$316	\$428	\$477	\$1,503	\$423	\$363
Certain infrastructure and trust & safety expense ⁽⁴⁾	\$124	\$122	\$130	\$127	\$502	\$134	\$153	\$208	\$209	\$704	\$197	\$236
Personnel costs (excluding stock-based compensation expense)	\$226	\$205	\$202	\$200	\$833	\$238	\$245	\$250	\$250	\$983	\$290	\$283

^(A) Depreciation of servers and infrastructure equipment included in infrastructure and trust & safety.



Revenue and Bookings Metrics

Unaudited, \$ in millions

Description	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY 2024	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	FY 2025	Q1 FY26	Q2 FY26
GAAP to Non-GAAP Reconciliation: Revenue ⁽¹⁾ to Bookings ⁽²⁾												
Revenue	\$801	\$894	\$919	\$988	\$3,602	\$1,035	\$1,081	\$1,360	\$1,415	\$4,891	\$1,442	\$1,469
Change in deferred revenue	128	67	216	382	792	178	365	573	818	1,934	299	99
Other	(5)	(5)	(7)	(8)	(25)	(6)	(8)	(11)	(11)	(36)	(10)	(11)
Bookings	\$924	\$955	\$1,129	\$1,362	\$4,369	\$1,207	\$1,438	\$1,922	\$2,222	\$6,788	\$1,731	\$1,557
Revenue by region ⁽¹⁾⁽⁵⁾												
US & Canada	\$510	\$566	\$583	\$623	\$2,281	\$647	\$670	\$817	\$836	\$2,969	\$838	\$846
Europe	146	163	168	183	660	194	205	265	281	944	295	304
APAC	85	95	96	103	379	109	116	153	164	542	169	175
ROW	61	69	73	79	282	85	91	126	134	436	140	144
Total Revenue	\$801	\$894	\$919	\$988	\$3,602	\$1,035	\$1,081	\$1,360	\$1,415	\$4,891	\$1,442	\$1,469
Revenue by region (year-over-year change %)												
US & Canada	20%	29%	27%	30%	26%	27%	18%	40%	34%	30%	29%	26%
Europe	23%	32%	31%	35%	30%	33%	25%	58%	54%	43%	52%	48%
APAC	31%	38%	29%	31%	32%	28%	22%	60%	59%	43%	55%	52%
ROW	33%	42%	38%	42%	39%	40%	31%	73%	69%	54%	64%	59%
Total Revenue	22%	31%	29%	32%	29%	29%	21%	48%	43%	36%	39%	36%
Bookings by region ⁽²⁾⁽⁵⁾												
US & Canada	\$550	\$588	\$701	\$862	\$2,701	\$719	\$839	\$1,048	\$1,215	\$3,821	\$897	\$843
Europe	\$181	\$184	\$215	\$253	\$833	233	294	408	493	1,428	407	345
APAC	\$107	\$101	\$116	\$140	\$464	141	176	244	275	836	227	200
ROW	\$86	\$83	\$97	\$107	\$373	113	129	221	239	702	200	168
Total Bookings	\$924	\$955	\$1,129	\$1,362	\$4,369	\$1,207	\$1,438	\$1,922	\$2,222	\$6,788	\$1,731	\$1,557
Bookings by region (year-over-year change %)												
US & Canada	17%	21%	33%	18%	22%	31%	43%	50%	41%	41%	25%	1%
Europe	23%	24%	36%	24%	27%	29%	60%	90%	95%	71%	75%	18%
APAC	16%	22%	36%	29%	26%	32%	75%	110%	96%	80%	60%	14%
ROW	35%	33%	37%	24%	32%	32%	55%	129%	123%	88%	77%	31%
Total Bookings	19%	22%	34%	21%	24%	31%	51%	70%	63%	55%	43%	8%



Daily Active Users and Hours Engaged

Users figures shown in millions. Engagement figures shown in billions

Description	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY 2024	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	FY 2025	Q1 FY26	Q2 FY26
Daily Active Users ("DAUs") ⁽⁶⁾												
US & Canada	16	17	20	18	18	20	21	26	24	23	23	22
Europe	21	21	22	21	21	24	26	34	34	29	28	26
APAC	19	20	22	22	21	26	36	46	43	38	41	41
ROW	21	22	25	24	23	28	30	45	43	37	39	34
Total DAUs ⁽¹⁾	78	80	89	85	83	98	112	152	144	127	132	123
DAUs (year-over-year change %)												
US & Canada	13%	21%	26%	15%	19%	22%	21%	32%	32%	27%	17%	6%
Europe	13%	14%	15%	6%	12%	10%	24%	56%	62%	38%	21%	1%
APAC	26%	31%	37%	30%	31%	40%	76%	108%	95%	82%	57%	15%
ROW	19%	22%	30%	27%	25%	33%	39%	80%	80%	60%	38%	15%
Total DAUs	17%	21%	27%	19%	21%	26%	41%	70%	69%	53%	35%	10%
Hours Engaged ⁽⁶⁾												
US & Canada	4	4	5	4	18	5	6	8	6	25	6	6
Europe	5	4	5	5	18	5	6	9	8	29	6	6
APAC	4	5	5	5	19	6	9	12	11	37	10	10
ROW	4	4	5	5	19	6	7	11	10	33	9	8
Total Hours Engaged	17	17	21	19	74	22	27	40	35	124	31	29
Hours Engaged (year-over-year change %)												
US & Canada	12%	23%	28%	17%	20%	27%	35%	47%	41%	38%	21%	1%
Europe	11%	16%	17%	9%	13%	16%	43%	82%	76%	55%	22%	(5)%
APAC	23%	39%	45%	33%	35%	44%	95%	127%	128%	102%	77%	9%
ROW	15%	22%	29%	26%	23%	36%	56%	109%	100%	77%	47%	11%
Total Hours Engaged	15%	24%	29%	21%	23%	30%	58%	91%	88%	69%	43%	5%



Average Bookings and Payer Data

Payer figures shown in millions

Description	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY 2024	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	FY 2025	Q1 FY26	Q2 FY26
Average Bookings per DAU ("ABPDAU") ⁽³⁾⁽⁵⁾⁽⁶⁾												
US & Canada	\$33.95	\$34.36	\$35.51	\$47.79		\$36.46	\$40.69	\$40.18	\$50.92		\$38.93	\$38.63
Europe	\$8.44	\$8.91	\$9.90	\$11.95		\$9.88	\$11.49	\$12.04	\$14.37		\$14.33	\$13.35
APAC	\$5.67	\$5.00	\$5.21	\$6.29		\$5.37	\$4.95	\$5.27	\$6.33		\$5.47	\$4.90
ROW	\$4.05	\$3.84	\$3.84	\$4.51		\$4.02	\$4.29	\$4.90	\$5.59		\$5.12	\$4.88
Total ABPDAU	\$11.89	\$12.01	\$12.70	\$15.97		\$12.34	\$12.86	\$12.68	\$15.38		\$13.12	\$12.66
Average Bookings per DAU ("ABPDAU") (year-over-year change %)												
US & Canada	3%	0%	6%	3%		7%	18%	13%	7%		7%	(5)%
Europe	9%	9%	18%	17%		17%	29%	22%	20%		45%	16%
APAC	(8)%	(7)%	(1)%	0%		(5)%	(1)%	1%	1%		2%	(1)%
ROW	14%	9%	6%	(2)%		(1)%	12%	27%	24%		27%	14%
Total ABPDAU	2%	1%	6%	1%		4%	7%	0%	(4)%		6%	(2)%
Payer Community												
Average Monthly Unique Payers	15.6	16.5	19.1	18.9		20.2	23.4	35.8	36.7		30.7	27.0
Average Bookings per Monthly Unique Payer ⁽¹⁾	\$19.68	\$19.34	\$19.70	\$23.97		\$19.92	\$20.48	\$17.88	\$20.18		\$18.78	\$19.25
Payer Community (year-over-year change %)												
Average Monthly Unique Payers	13%	22%	30%	19%		29%	42%	88%	94%		52%	15%
Average Bookings per Monthly Unique Payer	6%	0%	4%	1%		1%	6%	(9)%	(16)%		(6)%	(6)%



Cash Flow and Per Share Metrics

Unaudited, \$ and shares in millions, except per share data or otherwise noted

Description	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY 2024	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	FY 2025	Q1 FY26	Q2 FY26
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GAAP to Non-GAAP Reconciliation: Net Cash and Cash Equivalents Provided by Operating Activities to Free Cash Flow⁽³⁾

Net cash and cash equivalents provided by operating activities ^(A)	\$239	\$151	\$247	\$184	\$822	\$444	\$199	\$546	\$607	\$1,796	\$629	\$318
year-over-year change %	37%	439%	119%	29%	79%	86%	32%	121%	229%	118%	42%	60%
Capital expenditures and purchases of intangible assets	(48)	(40)	(29)	(64)	(181)	(17)	(23)	(104)	(300)	(444)	(33)	(24)
Free cash flow ^(A)	\$191	\$112	\$218	\$121	\$641	\$427	\$177	\$443	\$307	\$1,353	\$596	\$294
year-over-year change %	133%	(217)%	263%	54%	417%	123%	58%	103%	155%	111%	40%	66%

Headcount

Ending headcount	~2500	~2400	~2400	~2500	~2500	~2600	~2800	~3000	~3100	~3100	~3100	~3300
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Shares Outstanding

Shares of Class A and Class B Common stock outstanding	640	647	656	666	666	678	693	702	708	708	716	714
Number of stock options outstanding	37	36	32	27	27	23	13	10	9	9	8	7
Number of unvested RSUs and RSAs outstanding	39	38	36	35	35	33	31	28	25	25	22	27
Number of ESPP shares to be purchased	2	2	2	2	2	1	1	1	1	1	2	2
Number of other awards ⁽⁷⁾ and warrants outstanding or unreleased	0	0	0	1	1	1	1	1	2	2	1	1
Total outstanding and potentially dilutive shares	718	722	727	731	731	735	739	742	746	746	749	752
year-over-year change %	3%	3%	3%	2%	2%	2%	2%	2%	2%	2%	2%	2%

Weighted-Average Shares Used in Computing Net Loss Per Share Attributable to Common Stockholders, Basic and Diluted

Weighted average shares outstanding - basic and diluted	635	643	651	661	647	672	685	697	705	690	712	717
year-over-year change %	5%	5%	5%	5%		6%	7%	7%	7%		6%	5%

Per Share Metrics

Net loss per share attributable to common stockholders, basic and diluted	\$ (0.43)	\$ (0.32)	\$ (0.37)	\$ (0.33)	\$ (1.44)	\$ (0.32)	\$ (0.41)	\$ (0.37)	\$ (0.45)	\$ (1.54)	\$ (0.35)	\$ (0.26)
year-over-year change %	(2)%	(30)%	(18)%	(37)%	(23)%	(26)%	28%	0%	36%	7%	9%	(37)%

^(A) Operating cash flow in Q1 FY25 benefited from the delay of a \$30 million payout to a creator that was subsequently paid and negatively impacted operating cash flow in Q2 FY25. Had we made this payment in Q1 FY25 as originally intended, Q1 FY25 operating cash flow would have been \$414 million and Q2 FY25 operating cash flow would have been \$229 million.

Endnotes

Due to rounding, numbers presented throughout this presentation may not add up precisely to the totals provided.

This presentation contains the following non-GAAP financial measures: bookings, Adjusted EBITDA, and free cash flow. For more information on these non-GAAP financial measures, including limitations in their usefulness to investors, as well as other information included in this presentation, please see our 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 and our supplemental materials, available at ir.roblox.com. We encourage you to review these materials in their entirety.

(1) Beginning Q2 FY24, the estimated average lifetime of a payer changed from 28 months to 27 months.

(2) Includes legal expenses related to settlements and settlement negotiations with certain states regarding youth-related consumer protection and digital safety matters. We have determined that these matters arise outside of the ordinary course of business, have limited historical precedent, are unpredictable in their magnitude, scope, and timing, and as a result are distinct from routine expenses incurred in ongoing operations.

(3) Bookings, Adjusted EBITDA, and free cash flow are non-GAAP financial measures that we believe are useful in evaluating our performance and are 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.

(4) Infrastructure and trust & safety expenses, excluding personnel, stock-based compensation, and depreciation and amortization expenses.

(5) Revenue and bookings are broken out by geographic region based on the billing country of our payers at the time of purchase, to help us understand the global engagement on our platform. The billing address may not always accurately reflect a payer's actual location at the time of purchase.

(6) Prior to the fourth quarter of 2023, we grouped Xbox users into RoW for the purposes of our reporting and beginning in the fourth quarter of 2023, Xbox users have been reported in their respective geographies (we note that prior to the fourth quarter of 2023, Xbox users represented less than 2% of our total quarterly DAUs and quarterly hours engaged). For more information on how these metrics would have been reported under this previous methodology for certain periods, see our supplemental materials available at ir.roblox.com.

(7) Other awards include the actual or hypothetical number of unvested shares earned under our PSU awards, based on actual performance as of the respective balance sheet date. For more information on these and other award types, please refer to our annual and quarterly reports we have filed or will file with the SEC.