

### Supplemental Financial Information For the Period Ended September 30, 2023 (Unaudited)

#### **Non-GAAP Financial Measures**

The unaudited condensed consolidated financial statements within this document include the accounts of Datadog, Inc. and its wholly-owned subsidiaries ("Datadog" or the "Company"), and have been prepared in accordance with generally accepted accounting principles in the United States ("GAAP").

The Company also discloses the following non-GAAP financial measures within this document: non-GAAP gross profit, non-GAAP gross margin, non-GAAP operating expenses (research and development, sales and marketing and general and administrative), non-GAAP operating income (loss), non-GAAP operating margin, non-GAAP net income (loss), non-GAAP net income (loss) per basic share, non-GAAP net income (loss) per diluted share, and free cash flow. Datadog uses each of these non-GAAP financial measures internally to understand and compare operating results across accounting periods, for internal budgeting and forecasting purposes, for short- and long-term operating plans, and to evaluate Datadog's financial performance. Datadog believes they are useful to investors, as a supplement to GAAP measures, in evaluating its operational performance, as further discussed below. Datadog's non-GAAP financial measures may not provide information that is directly comparable to that provided by other companies in its industry, as other companies in its industry may calculate non-GAAP financial results differently, particularly related to non-recurring and unusual items. In addition, there are limitations in using non-GAAP financial measures because the non-GAAP financial measures are not prepared in accordance with GAAP and may be different from non-GAAP financial measures used by other companies and exclude expenses that may have a material impact on Datadog's reported financial results.

Non-GAAP financial measures should not be considered in isolation from, or as a substitute for, financial information prepared in accordance with GAAP. A reconciliation of the historical non-GAAP financial measures to their most directly comparable GAAP measures has been provided in the financial statement tables included below in this press release. Datadog defines non-GAAP gross profit, non-GAAP gross margin, non-GAAP operating expenses (research and development, sales and marketing and general and administrative), non-GAAP operating income (loss), non-GAAP operating margin and non-GAAP net income (loss) as the respective GAAP balances, adjusted for, as applicable: (1) stock-based compensation expense; (2) the amortization of acquired intangibles; (3) employer payroll taxes on employee stock transactions; and (4) amortization of issuance costs.

Datadog defines free cash flow as net cash provided by operating activities, minus capital expenditures and minus capitalized software development costs, if any. Investors are encouraged to review the reconciliation of these historical non-GAAP financial measures to their most directly comparable GAAP financial measures.

Management believes these non-GAAP financial measures are useful to investors and others in assessing Datadog's operating performance due to the following factors:

Stock-based compensation. Datadog utilizes stock-based compensation to attract and retain employees. It is principally aimed at aligning their interests with those of its stockholders and at long-term retention, rather than to address operational performance for any particular period. As a result, stock-based compensation expenses vary for reasons that are generally unrelated to financial and operational performance in any particular period.

Amortization of acquired intangibles. Datadog views amortization of acquired intangible assets as items arising from preacquisition activities determined at the time of an acquisition. While these intangible assets are evaluated for impairment regularly, amortization of the cost of acquired intangibles is an expense that is not typically affected by operations during any particular period.

Employer payroll taxes on employee stock transactions. Datadog excludes employer payroll tax expense on equity incentive plans as these expenses are tied to the exercise or vesting of underlying equity awards and the price of Datadog's common stock at the time of vesting or exercise. As a result, these taxes may vary in any particular period independent of the financial and operating performance of Datadog's business.

Amortization of issuance costs. In June 2020, Datadog issued \$747.5M of convertible senior notes due 2025, which bear interest at an annual fixed rate of 0.125%. Debt issuance costs, which reduce the carrying value of the convertible debt instrument, are amortized as interest expense over the term. The expense for the amortization of debt issuance costs is a non-cash item, and we believe the exclusion of this interest expense will provide for a more useful comparison of our operational performance in different periods.

#### Non-GAAP Financial Measures

Additionally, Datadog's management believes that the non-GAAP financial measure free cash flow is meaningful to investors because it is a measure of liquidity that provides useful information in understanding and evaluating the strength of our liquidity and future ability to generate cash that can be used for strategic opportunities or investing in our business. Free cash flow represents net cash provided by operating activities, reduced by capital expenditures and capitalized software development costs, if any. The reduction of capital expenditures and amounts capitalized for software development facilitates comparisons of Datadog's liquidity on a period-to-period basis and excludes items that management does not consider to be indicative of our liquidity.

#### **Operating Metrics**

Datadog's number of customers with ARR of \$100,000 or more and number of customers with ARR of \$1 million or more are based on the ARR of each customer, as of the last month of the quarter.

We define the number of customers as the number of accounts with a unique account identifier for which we have an active subscription in the period indicated. Users of our free trials or tier are not included in our customer count. A single organization with multiple divisions, segments or subsidiaries is generally counted as a single customer. However, in some cases where they have separate billing terms, we may count separate divisions, segments or subsidiaries as multiple customers.

We define ARR as the annualized revenue run-rate of subscription agreements from all customers at a point in time. We calculate ARR by taking the monthly recurring revenue, or MRR, and multiplying it by 12. MRR for each month is calculated by aggregating, for all customers during that month, monthly revenue from committed contractual amounts, additional usage, usage from subscriptions for a committed contractual amount of usage that is delivered as used, and monthly subscriptions. ARR and MRR should be viewed independently of revenue, and do not represent our revenue under GAAP on a monthly or annualized basis, as they are operating metrics that can be impacted by contract start and end dates and renewal rates. ARR and MRR are not intended to be replacements or forecasts of revenue.

A further indication of the propensity of our customer relationships to expand over time is our dollar-based net retention rate, which compares our ARR from the same set of customers in one period, relative to the year-ago period. We calculate dollar-based net retention rate as of a period end by starting with the ARR from the cohort of all customers as of 12 months prior to such period-end, or the Prior Period ARR. We then calculate the ARR from these same customers as of the current period-end, or the Current Period ARR. Current Period ARR includes any expansion and is net of contraction or attrition over the last 12 months, but excludes ARR from new customers in the current period. We then divide the total Current Period ARR by the total Prior Period ARR to arrive at the point-in-time dollar-based net retention rates, to arrive at the trailing 12-month dollar-based net retention rates, to arrive at the trailing 12-month dollar-based net retention rate.

### Datadog, Inc. Condensed Consolidated Statements of Operations (In thousands, except per share data; unaudited)

	Q	4 2021	Q1	1 2022	Q2 2	2022	Q3	2022	Q	4 2022	Q	1 2023	Q	2 2023		23 2023
Revenue	\$	326,198	\$ 3	363,030	\$ 406	6,138	\$ 4	36,533	\$ 4	469,399	\$ 4	481,714	\$ :	509,460	\$	547,536
Cost of revenue (1)(2)(3)		67,149		74,462	8	1,925		93,599		96,757		99,914		101,846		103,319
Gross profit		259,049	2	288,568	324	4,213	3.	42,934	- ;	372,642	;	381,800	-	107,614		444,217
Operating expenses:																
Research and development (1)(3)		133,049	1	150,608	177	7,699	2	05,388	:	218,656	:	229,478	:	239,494		240,225
Sales and marketing (1)(2)(3)		88,905	1	101,166	115	5,270	1:	29,493		149,359		144,971		147,455		156,870
General and administrative (1)(3)		28,640		26,380	34	4,383	:	39,395		39,255		42,321		42,671		51,352
Total operating expenses		250,594		278,154	327	7,352	3	74,276		407,270		116,770		129,620		448,447
Operating income (loss)		8,455		10,414	(3	3,139)	(	(31,342)		(34,628)		(34,970)		(22,006)		(4,230)
Other income:					•	,	•	,		, ,		, ,		, ,		,
Interest expense (4)		(5,604)		(5,247)	(4	4,541)		(3,728)		(3,019)		(2,181)		(1,526)		(1,303)
Interest income and other		( , ,		, ,	,	, ,		, ,		( , ,		( , ,		( , ,		, , ,
income, net		5,681		5,687	7	7,669		12,011		11,793		16,727		22,624		29,833
Other income, net		77		440	;	3,128		8,283		8,774		14,546		21,098		28,530
Income (loss) before provision for																
income taxes		8,532		10,854		(11)	(	(23,059)		(25,854)		(20,424)		(908)		24,300
Provision for income taxes		(1,363)		(1,116)	(4	4,868)		(2,926)		(3,180)		(3,662)		(3,061)		(1,670)
Net income (loss)	\$	7,169	\$	9,738	\$ (4	4,879)	\$ (	25,985)	\$	(29,034)	\$	(24,086)	\$	(3,969)	\$	22,630
Net income (loss) per share - basic	\$	0.02	\$	0.03	\$	(0.02)	\$	(80.0)	\$	(0.09)	\$	(80.0)	\$	(0.01)	\$	0.07
Net income (loss) per share - diluted	\$	0.02	\$	0.03	\$	(0.02)	\$	(0.08)	\$	(0.09)	\$	(0.08)	\$	(0.01)	\$	0.06
Weighted average shares used in calc	ulating	net (loss	) inco	me per s	hare:											
Basic		311,817	3	313,456	314	4,795	3	15,990	;	317,348	;	319,286	:	322,215		325,557
		245 077		345.668	314	4,795	3	15,990		317,348		319,286		322,215		351,309
Diluted  (1) Includes stock-based compensatio		345,877 ense as fo		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		<u> </u>										
			llows	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		2,355	\$	3,165	\$	3,654	\$	3,725	\$	4,157	\$	4,570
(1) Includes stock-based compensatio	n expe	ense as fo	llows	::	\$	2,355 53,309	\$	3,165 65,321	\$	3,654 73,794	\$	3,725 74,703	\$	4,157 75,730	\$	4,570 79,174
(1) Includes stock-based compensatio Cost of revenue	n expe	ense as fo	llows	1,653	\$ 5		\$		\$		\$		\$		\$	
(1) Includes stock-based compensatio Cost of revenue Research and development	n expe	ense as fo 1,608 36,995	llows	1,653 44,696	\$ 5	53,309	\$	65,321	\$	73,794	\$	74,703	\$	75,730	\$	79,174
(1) Includes stock-based compensatio Cost of revenue Research and development Sales and marketing	n expe	ense as fo 1,608 36,995 11,680	llows	1,653 44,696 14,595	\$ 5	53,309 17,590		65,321 21,145		73,794 23,405	\$	74,703 23,014	\$	75,730 25,884	\$	79,174 26,159
(1) Includes stock-based compensation Cost of revenue Research and development Sales and marketing General and administrative Total	n expe	ense as fo 1,608 36,995 11,680 6,083 56,366	\$	1,653 44,696 14,595 5,940 66,884	\$ 5	53,309 17,590 9,145		65,321 21,145 11,731		73,794 23,405 11,656		74,703 23,014 11,286		75,730 25,884 12,566		79,174 26,159 13,211
(1) Includes stock-based compensation Cost of revenue Research and development Sales and marketing General and administrative Total  (2) Includes amortization of acquired in	sn expe	ense as fo 1,608 36,995 11,680 6,083 56,366	\$	1,653 44,696 14,595 5,940 66,884	\$ 5 1	53,309 17,590 9,145 32,399	\$ /	65,321 21,145 11,731 101,362	\$	73,794 23,405 11,656 112,509	\$	74,703 23,014 11,286 112,728	\$	75,730 25,884 12,566 118,337	\$	79,174 26,159 13,211 123,114
(1) Includes stock-based compensation Cost of revenue Research and development Sales and marketing General and administrative Total  (2) Includes amortization of acquired in Cost of revenue	n expe	ense as fo 1,608 36,995 11,680 6,083 56,366 bles as fo 1,218	\$	1,653 44,696 14,595 5,940 66,884	\$ 5	53,309 17,590 9,145 32,399		65,321 21,145 11,731 101,362		73,794 23,405 11,656 112,509		74,703 23,014 11,286 112,728 2,016		75,730 25,884 12,566 118,337		79,174 26,159 13,211 123,114 1,974
(1) Includes stock-based compensation Cost of revenue Research and development Sales and marketing General and administrative Total  (2) Includes amortization of acquired in Cost of revenue Sales and marketing	sn expe	ense as fo 1,608 36,995 11,680 6,083 56,366	\$	1,653 44,696 14,595 5,940 66,884	\$ 5 1 \$ 8	53,309 17,590 9,145 32,399 1,482 206	\$ /	65,321 21,145 11,731 101,362	\$	73,794 23,405 11,656 112,509	\$	74,703 23,014 11,286 112,728	\$	75,730 25,884 12,566 118,337	\$	79,174 26,159 13,211 123,114
(1) Includes stock-based compensation Cost of revenue Research and development Sales and marketing General and administrative Total  (2) Includes amortization of acquired in Cost of revenue	sn experiments \$	ense as fo 1,608 36,995 11,680 6,083 56,366 bles as fo 1,218 208	\$	1,653 44,696 14,595 5,940 66,884 : 1,413 203	\$ 5 1 \$ 8	53,309 17,590 9,145 32,399 1,482 206	\$	65,321 21,145 11,731 101,362 1,900 208	\$	73,794 23,405 11,656 112,509 1,955 208	\$	74,703 23,014 11,286 112,728 2,016 203	\$	75,730 25,884 12,566 118,337 2,064 206	\$	79,174 26,159 13,211 123,114 1,974 208
(1) Includes stock-based compensation Cost of revenue Research and development Sales and marketing General and administrative Total  (2) Includes amortization of acquired in Cost of revenue Sales and marketing	\$ sintangi	ense as fo 1,608 36,995 11,680 6,083 56,366 bles as fo 1,218 208 1,426	\$	1,653 44,696 14,595 5,940 66,884 : 1,413 203 1,616	\$ 5 1 \$ 8	53,309 17,590 9,145 32,399 1,482 206 1,688	\$	65,321 21,145 11,731 101,362 1,900 208	\$	73,794 23,405 11,656 112,509 1,955 208	\$	74,703 23,014 11,286 112,728 2,016 203	\$	75,730 25,884 12,566 118,337 2,064 206	\$	79,174 26,159 13,211 123,114 1,974 208
(1) Includes stock-based compensation Cost of revenue Research and development Sales and marketing General and administrative Total  (2) Includes amortization of acquired in Cost of revenue Sales and marketing Total	\$ sintangi	ense as fo 1,608 36,995 11,680 6,083 56,366 bles as fo 1,218 208 1,426	\$  Stillows  \$  \$  \$  \$  \$  \$  \$  \$  \$  \$  \$  \$  \$	1,653 44,696 14,595 5,940 66,884 : 1,413 203 1,616	\$ 5 1 \$ 8 \$	53,309 17,590 9,145 32,399 1,482 206 1,688	\$	65,321 21,145 11,731 101,362 1,900 208	\$ \$	73,794 23,405 11,656 112,509 1,955 208	\$	74,703 23,014 11,286 112,728 2,016 203 2,219	\$	75,730 25,884 12,566 118,337 2,064 206	\$	79,174 26,159 13,211 123,114 1,974 208
(1) Includes stock-based compensation Cost of revenue Research and development Sales and marketing General and administrative Total  (2) Includes amortization of acquired in Cost of revenue Sales and marketing Total  (3) Includes employer payroll taxes on Cost of revenue	sn experiments \$	ense as fo 1,608 36,995 11,680 6,083 56,366 bles as fo 1,218 208 1,426 byee stock	\$  Stillows  \$  \$  \$  \$  \$  \$  \$  \$  \$  \$  \$  \$  \$	1,653 44,696 14,595 5,940 66,884 : 1,413 203 1,616	\$ 5 1 \$ 8 \$ \$ as follo	53,309 17,590 9,145 32,399 1,482 206 1,688	\$ \$	65,321 21,145 11,731 101,362 1,900 208 2,108	\$ \$	73,794 23,405 11,656 112,509 1,955 208 2,163	\$ \$	74,703 23,014 11,286 112,728 2,016 203 2,219	\$	75,730 25,884 12,566 118,337 2,064 206 2,270	\$	79,174 26,159 13,211 123,114 1,974 208 2,182
(1) Includes stock-based compensation Cost of revenue Research and development Sales and marketing General and administrative Total  (2) Includes amortization of acquired in Cost of revenue Sales and marketing Total  (3) Includes employer payroll taxes on Cost of revenue Research and development	sn experiments \$	ense as fo 1,608 36,995 11,680 6,083 56,366 bles as fo 1,218 208 1,426 byee stock 92 2,748	\$  Stillows  \$  \$  \$  \$  \$  \$  \$  \$  \$  \$  \$  \$  \$	1,653 44,696 14,595 5,940 66,884 : 1,413 203 1,616	\$ 5 1 \$ 8 \$ \$ as follo	53,309 17,590 9,145 32,399 1,482 206 1,688 0ws: 70 2,829	\$ \$	65,321 21,145 11,731 101,362 1,900 208 2,108 47 1,799	\$ \$	73,794 23,405 11,656 112,509 1,955 208 2,163 47 2,459	\$ \$	74,703 23,014 11,286 112,728 2,016 203 2,219 60 4,593	\$	75,730 25,884 12,566 118,337 2,064 206 2,270 109 5,360	\$	79,174 26,159 13,211 123,114 1,974 208 2,182
(1) Includes stock-based compensation Cost of revenue Research and development Sales and marketing General and administrative Total  (2) Includes amortization of acquired in Cost of revenue Sales and marketing Total  (3) Includes employer payroll taxes on Cost of revenue	sn experiments \$	ense as fo 1,608 36,995 11,680 6,083 56,366 bles as fo 1,218 208 1,426 byee stock	\$  Stillows  \$  \$  \$  \$  \$  \$  \$  \$  \$  \$  \$  \$  \$	1,653 44,696 14,595 5,940 66,884 :: 1,413 203 1,616 asactions 102 3,297 1,109	\$ 5 1 \$ 8 \$ \$ as follo	33,309 17,590 9,145 32,399 1,482 206 1,688 0ws: 70 2,829 605	\$ \$	1,900 208 2,108 47 1,799 620	\$ \$	73,794 23,405 11,656 112,509 1,955 208 2,163 47 2,459 432	\$ \$	74,703 23,014 11,286 112,728 2,016 203 2,219 60 4,593 775	\$	75,730 25,884 12,566 118,337 2,064 206 2,270 109 5,360 1,253	\$	79,174 26,159 13,211 123,114 1,974 208 2,182 107 5,260 2,980
(1) Includes stock-based compensation Cost of revenue Research and development Sales and marketing General and administrative Total  (2) Includes amortization of acquired in Cost of revenue Sales and marketing Total  (3) Includes employer payroll taxes on Cost of revenue Research and development Sales and marketing General and administrative	sn experiments \$	ense as fo 1,608 36,995 11,680 6,083 56,366 bles as fo 1,218 208 1,426 byee stock 92 2,748 1,119 410	\$ SILIIOWS	1,653 44,696 14,595 5,940 66,884 :: 1,413 203 1,616 ssactions 102 3,297 1,109 257	\$ 5 1 \$ 8 \$ \$ as follows	1,482 206 1,688 0ws: 70 2,829 605 217	\$ \$	1,900 208 2,108 47 1,799 620 245	\$ \$	73,794 23,405 11,656 112,509 1,955 208 2,163 47 2,459 432 111	\$ \$	74,703 23,014 11,286 112,728 2,016 203 2,219 60 4,593 775 965	\$ \$	75,730 25,884 12,566 118,337 2,064 206 2,270 109 5,360 1,253 1,143	\$ \$	79,174 26,159 13,211 123,114 1,974 208 2,182 107 5,260 2,980 1,342
(1) Includes stock-based compensation Cost of revenue Research and development Sales and marketing General and administrative Total  (2) Includes amortization of acquired in Cost of revenue Sales and marketing Total  (3) Includes employer payroll taxes on Cost of revenue Research and development Sales and marketing	sn experiments \$	ense as fo 1,608 36,995 11,680 6,083 56,366 bles as fo 1,218 208 1,426 byee stock 92 2,748 1,119	\$ SILIIOWS	1,653 44,696 14,595 5,940 66,884 :: 1,413 203 1,616 asactions 102 3,297 1,109	\$ 5 1 \$ 8 \$ \$ as follows	33,309 17,590 9,145 32,399 1,482 206 1,688 0ws: 70 2,829 605	\$ \$	1,900 208 2,108 47 1,799 620	\$ \$	73,794 23,405 11,656 112,509 1,955 208 2,163 47 2,459 432	\$ \$	74,703 23,014 11,286 112,728 2,016 203 2,219 60 4,593 775	\$ \$	75,730 25,884 12,566 118,337 2,064 206 2,270 109 5,360 1,253	\$ \$	79,174 26,159 13,211 123,114 1,974 208 2,182 107 5,260 2,980
(1) Includes stock-based compensation Cost of revenue Research and development Sales and marketing General and administrative Total  (2) Includes amortization of acquired in Cost of revenue Sales and marketing Total  (3) Includes employer payroll taxes on Cost of revenue Research and development Sales and marketing General and administrative	sn expersion expersion states and states are states as a second state and states are states as a second state are states as a second	ense as fo 1,608 36,995 11,680 6,083 56,366 bles as fo 1,218 208 1,426 byee stock 92 2,748 1,119 410 4,369	\$ SILILOWS	1,653 44,696 14,595 5,940 66,884 :: 1,413 203 1,616 ssactions 102 3,297 1,109 257	\$ 5 1 \$ 8 \$ \$ as follows	1,482 206 1,688 0ws: 70 2,829 605 217	\$ \$	1,900 208 2,108 47 1,799 620 245	\$ \$	73,794 23,405 11,656 112,509 1,955 208 2,163 47 2,459 432 111	\$ \$	74,703 23,014 11,286 112,728 2,016 203 2,219 60 4,593 775 965	\$ \$	75,730 25,884 12,566 118,337 2,064 206 2,270 109 5,360 1,253 1,143	\$ \$	79,174 26,159 13,211 123,114 1,974 208 2,182 107 5,260 2,980 1,342
(1) Includes stock-based compensation Cost of revenue Research and development Sales and marketing General and administrative Total  (2) Includes amortization of acquired in Cost of revenue Sales and marketing Total  (3) Includes employer payroll taxes on Cost of revenue Research and development Sales and marketing General and administrative Total	sn expersion expersion states and states are states as a second state and states are states as a second state are states as a second	ense as fo 1,608 36,995 11,680 6,083 56,366 bles as fo 1,218 208 1,426 byee stock 92 2,748 1,119 410 4,369	\$ SILILOWS	1,653 44,696 14,595 5,940 66,884 :: 1,413 203 1,616 ssactions 102 3,297 1,109 257	\$ 5 1 \$ 8 \$ \$ as follows	53,309 17,590 9,145 32,399 1,482 206 1,688 2,829 605 217 3,721	\$ \$	1,900 208 2,108 47 1,799 620 245	\$ \$	73,794 23,405 11,656 112,509 1,955 208 2,163 47 2,459 432 111	\$ \$	74,703 23,014 11,286 112,728 2,016 203 2,219 60 4,593 775 965	\$ \$	75,730 25,884 12,566 118,337 2,064 206 2,270 109 5,360 1,253 1,143	\$ \$	79,174 26,159 13,211 123,114 1,974 208 2,182 107 5,260 2,980 1,342

#### Datadog, Inc.

Non-GAAP Condensed Consolidated Statements of Operations (In thousands, except per share data; unaudited)

6,198 4,231 1,967 3,306 5,898 2,147 1,351 0,616	\$ 363,030 71,294 291,736 102,615 85,259 20,183 208,057 83,679	78,018 328,120 121,561 96,869 25,021 243,451	8 34 13 10 2 27	36,533 38,487 48,046 38,268 07,520 27,419 73,207 74,839	\$ 469,399 91,101 378,298 142,403 125,314 27,488 295,205	\$	481,714 94,113 387,601 150,182 120,979 30,070 301,231	\$	509,460 95,516 413,944 158,404 120,112 28,962 307,478	\$	547,536 96,668 450,868 155,791 127,523 36,799 320,113
1,967 3,306 5,898 2,147 1,351 0,616	291,736 102,615 85,259 20,183 208,057	328,120 121,561 96,869 25,021 243,451	13 10 2 27	48,046 38,268 07,520 27,419 73,207	378,298 142,403 125,314 27,488 295,205		387,601 150,182 120,979 30,070		413,944 158,404 120,112 28,962		450,868 155,791 127,523 36,799
3,306 5,898 2,147 1,351 0,616	102,615 85,259 20,183 208,057	121,561 96,869 25,021 243,451	13 10 2 27	38,268 07,520 27,419 73,207	142,403 125,314 27,488 295,205		150,182 120,979 30,070		158,404 120,112 28,962		155,791 127,523 36,799
5,898 2,147 1,351 0,616	85,259 20,183 208,057	96,869 25,021 243,451	10 2 27	07,520 27,419 73,207	125,314 27,488 295,205		120,979 30,070		120,112 28,962		127,523 36,799
5,898 2,147 1,351 0,616	85,259 20,183 208,057	96,869 25,021 243,451	10 2 27	07,520 27,419 73,207	125,314 27,488 295,205		120,979 30,070		120,112 28,962		127,523 36,799
2,147 1,351 0,616	20,183 208,057	25,021 243,451	27 27	27,419 73,207	27,488 295,205		30,070		28,962		36,799
1,351 0,616	208,057	243,451	27	73,207	295,205	_		_	<u> </u>		
0,616						_	301,231		307 478		320.113
	83,679	84,669	7	74 830	00.000				301,410		,
4.705\				7,000	83,093		86,370		106,466		130,755
4 7CE											
4,765)	(4,407	(3,699	) (	(2,885)	(2,175)	)	(1,336)		(680)		(455)
5,681	5.687	7.669	1	12.011	11.793		16.727		22.624		29,833
916	1,280	3,970		9,126	9,618		15,391		21,944		29,378
1,532	84,959	88,639	8	33,965	92,711		101,761		128,410		160,133
1,363)	(1,116	(4,868	) (	(2,926)	(3,180)	)	(3,662)		(3,061)		(1,670)
0,169	\$ 83,843	\$ 83,771	\$ 8	31,039	\$ 89,531	\$	98,099	\$	125,349	\$	158,463
0.23	\$ 0.27	\$ 0.27	\$	0.26	\$ 0.28	\$	0.31	\$	0.39	\$	0.49
0.20	\$ 0.24	\$ 0.24	\$	0.23	\$ 0.26	\$	0.28	\$	0.36	\$	0.45
n-GAA	P net incom	e per share:	-100								
1,817	313,456	314,795	31	15,990	317,348		319,286		322,215		325,557
5,877	345,668	344,854	34	45,100	345,009		345,934		348,551		351,309
1	916  ,532  ,363)  ,169   0.23   0.20   n-GAA	5,681 5,687 916 1,280 1,532 84,959 1,363) (1,116) 1,169 \$83,843 1,0.23 \$0.27 1,0.20 \$0.24 1,0.34 n-GAAP net income 1,817 313,456	5,681 5,687 7,669 916 1,280 3,970  1,532 84,959 88,639 1,363) (1,116) (4,868) 1,169 \$83,843 \$83,771  1,0.23 \$0.27 \$0.27  1,0.20 \$0.24 \$0.24  1,0.24 \$0.24  1,0.25 \$0.27 \$0.27	5,681 5,687 7,669 916 1,280 3,970 1,532 84,959 88,639 8 1,363) (1,116) (4,868) 1,169 \$83,843 \$83,771 \$8 1,0.23 \$0.27 \$0.27 \$ 1,0.20 \$0.24 \$0.24 \$ 1,0.24 \$0.24 \$0.24 \$ 1,0.25 \$0.24 \$0.24 \$0.24 \$ 1,0.26 \$0.24 \$0.24 \$0.24 \$ 1,0.27 \$0.29 \$0.24 \$0	5,681       5,687       7,669       12,011         916       1,280       3,970       9,126         1,532       84,959       88,639       83,965         3,63)       (1,116)       (4,868)       (2,926)         0,169       \$ 83,843       \$ 83,771       \$ 81,039         0.23       \$ 0.27       \$ 0.27       \$ 0.26         0.20       \$ 0.24       \$ 0.24       \$ 0.23         n-GAAP net income per share:       817       313,456       314,795       315,990	5,681       5,687       7,669       12,011       11,793         916       1,280       3,970       9,126       9,618         1,532       84,959       88,639       83,965       92,711         1,363)       (1,116)       (4,868)       (2,926)       (3,180)         0,169       \$ 83,843       \$ 83,771       \$ 81,039       \$ 89,531         0.23       \$ 0.27       \$ 0.27       \$ 0.26       \$ 0.28         0.20       \$ 0.24       \$ 0.24       \$ 0.23       \$ 0.26         n-GAAP net income per share:       817       313,456       314,795       315,990       317,348	5,681       5,687       7,669       12,011       11,793         916       1,280       3,970       9,126       9,618         1,532       84,959       88,639       83,965       92,711         1,363)       (1,116)       (4,868)       (2,926)       (3,180)         0,169       \$ 83,843       \$ 83,771       \$ 81,039       \$ 89,531       \$         0.23       \$ 0.27       \$ 0.27       \$ 0.26       \$ 0.28       \$         0.20       \$ 0.24       \$ 0.24       \$ 0.23       \$ 0.26       \$         n-GAAP net income per share:       817       313,456       314,795       315,990       317,348	5,681       5,687       7,669       12,011       11,793       16,727         916       1,280       3,970       9,126       9,618       15,391         1,532       84,959       88,639       83,965       92,711       101,761         1,363)       (1,116)       (4,868)       (2,926)       (3,180)       (3,662)         0,169       \$ 83,843       \$ 83,771       \$ 81,039       \$ 89,531       \$ 98,099         0.23       \$ 0.27       \$ 0.27       \$ 0.26       \$ 0.28       \$ 0.31         0.20       \$ 0.24       \$ 0.24       \$ 0.23       \$ 0.26       \$ 0.28         n-GAAP net income per share:       8,17       313,456       314,795       315,990       317,348       319,286	5,681       5,687       7,669       12,011       11,793       16,727         916       1,280       3,970       9,126       9,618       15,391         1,532       84,959       88,639       83,965       92,711       101,761         1,363)       (1,116)       (4,868)       (2,926)       (3,180)       (3,662)         0,169       \$ 83,843       \$ 83,771       \$ 81,039       \$ 89,531       \$ 98,099       \$         0.23       \$ 0.27       \$ 0.27       \$ 0.26       \$ 0.28       \$ 0.31       \$         0.20       \$ 0.24       \$ 0.24       \$ 0.23       \$ 0.26       \$ 0.28       \$         n-GAAP net income per share:       817       313,456       314,795       315,990       317,348       319,286	5,681       5,687       7,669       12,011       11,793       16,727       22,624         916       1,280       3,970       9,126       9,618       15,391       21,944         1,532       84,959       88,639       83,965       92,711       101,761       128,410         1,363)       (1,116)       (4,868)       (2,926)       (3,180)       (3,662)       (3,061)         2,169       83,843       \$83,771       \$81,039       \$89,531       \$98,099       \$125,349         0.23       \$0.27       \$0.26       \$0.28       \$0.31       \$0.39         0.20       \$0.24       \$0.24       \$0.23       \$0.26       \$0.28       \$0.36         n-GAAP net income per share:       817       313,456       314,795       315,990       317,348       319,286       322,215	5,681       5,687       7,669       12,011       11,793       16,727       22,624         916       1,280       3,970       9,126       9,618       15,391       21,944         1,532       84,959       88,639       83,965       92,711       101,761       128,410         1,363)       (1,116)       (4,868)       (2,926)       (3,180)       (3,662)       (3,061)         0,169       \$ 83,843       \$ 83,771       \$ 81,039       \$ 89,531       \$ 98,099       \$ 125,349         0.23       \$ 0.27       \$ 0.27       \$ 0.26       \$ 0.28       \$ 0.31       \$ 0.39       \$         0.20       \$ 0.24       \$ 0.24       \$ 0.23       \$ 0.26       \$ 0.28       \$ 0.36       \$         n-GAAP net income per share:       817       313,456       314,795       315,990       317,348       319,286       322,215

# Datadog, Inc. Condensed Consolidated Balance Sheets

Marketable securities         1,283,473         1,399,323         1,464           Accounts receivable, net         268,824         275,342         305           Deferred contract costs, current         23,235         24,688         25           Prepaid expenses and other current assets         24,443         32,632         33           Total current assets         1,870,948         2,003,671         2,065           Property and equipment, net         75,152         90,713         9           Operating lease assets         61,355         61,921         6           Goodwill         292,176         292,032         33           Intangible assets, net         15,704         14,088         1           Deferred contract costs, non-current         42,062         42,753         46           Restricted cash         3,490         3,424         3           Other assets         19,907         20,413         20           TOTAL ASSETS         \$2,380,794         \$2,529,015         \$2,655           LIABILITIES AND STOCKHOLDERS' EQUITY         CURRENT LIABILITIES:         Accounts payable         \$25,270         \$18,629         \$4           Accounts payable         \$25,270         \$18,629         \$4 <td< th=""><th>501         348,830         399,551         367,046         333,102         400,64           345         29,873         33,054         34,858         37,502         39,80           202         31,603         27,303         43,198         44,104         37,34           588         2,176,569         2,344,234         2,462,992         2,600,070         2,819,48           791         110,889         125,346         138,400         145,100         157,68           016         88,930         87,629         94,723         122,198         121,91           687         332,649         348,277         348,536         350,029         348,69           960         15,616         16,365         14,152         12,409         10,14           840         50,154         55,338         56,636         60,511         62,97           214         3,019         3,303         —         —         —           391         19,777         24,360         24,305         21,856         22,39           487         \$2,797,603         \$3,004,852         \$3,139,744         \$3,312,173         \$3,543,30           650         \$27,625         \$23,474         \$41,598&lt;</th></td<>	501         348,830         399,551         367,046         333,102         400,64           345         29,873         33,054         34,858         37,502         39,80           202         31,603         27,303         43,198         44,104         37,34           588         2,176,569         2,344,234         2,462,992         2,600,070         2,819,48           791         110,889         125,346         138,400         145,100         157,68           016         88,930         87,629         94,723         122,198         121,91           687         332,649         348,277         348,536         350,029         348,69           960         15,616         16,365         14,152         12,409         10,14           840         50,154         55,338         56,636         60,511         62,97           214         3,019         3,303         —         —         —           391         19,777         24,360         24,305         21,856         22,39           487         \$2,797,603         \$3,004,852         \$3,139,744         \$3,312,173         \$3,543,30           650         \$27,625         \$23,474         \$41,598<
Cash and cash equivalents         \$ 270,973         \$ 271,686         \$ 238           Marketable securities         1,283,473         1,399,323         1,466           Accounts receivable, net         268,824         275,342         308           Deferred contract costs, current         23,235         24,688         25           Prepaid expenses and other current assets         24,443         32,632         33           Total current assets         1,870,948         2,003,671         2,063           Property and equipment, net         75,152         90,713         99           Operating lease assets         61,355         61,921         66           Goodwill         292,176         292,032         33           Intangible assets, net         15,704         14,088         11           Deferred contract costs, non-current         42,062         42,753         46           Restricted cash         3,490         3,424         3           Other assets         19,907         20,413         26           TOTAL ASSETS         \$2,380,794         \$2,529,015         \$2,655           LIABILITIES AND STOCKHOLDERS' EQUITY         CURRENT LIABILITIES:         40         40         40         40         40         40<	681         1,471,448         1,545,341         1,795,342         1,894,058         2,080,38           501         348,830         399,551         367,046         333,102         400,64           345         29,873         33,054         34,858         37,502         39,80           202         31,603         27,303         43,198         44,104         37,34           588         2,176,569         2,344,234         2,462,992         2,600,070         2,819,48           791         110,889         125,346         138,400         145,100         157,68           016         88,930         87,629         94,723         122,198         121,91           687         332,649         348,277         348,536         350,029         348,69           960         15,616         16,365         14,152         12,409         10,14           840         50,154         55,338         56,636         60,511         62,97           214         3,019         3,303         —         —         —           391         19,777         24,360         24,305         21,856         22,39           487         \$2,797,603         \$3,004,852         \$3,139,
Marketable securities         1,283,473         1,399,323         1,464           Accounts receivable, net         268,824         275,342         30           Deferred contract costs, current         23,235         24,688         25           Prepaid expenses and other current assets         24,443         32,632         33           Total current assets         1,870,948         2,003,671         2,068           Property and equipment, net         75,152         90,713         95           Operating lease assets         61,355         61,921         64           Goodwill         292,176         292,032         33           Intangible assets, net         15,704         14,088         17           Deferred contract costs, non-current         42,062         42,753         46           Restricted cash         3,490         3,424         3           Other assets         19,907         20,413         20           TOTAL ASSETS         \$2,380,794         \$2,529,015         \$2,655           LIABILITIES AND STOCKHOLDERS' EQUITY         CURRENT LIABILITIES:           Accounts payable         \$25,270         \$18,629         \$4           Accoude expenses and other current liabilities         111,284         108,211	681         1,471,448         1,545,341         1,795,342         1,894,058         2,080,38           501         348,830         399,551         367,046         333,102         400,64           345         29,873         33,054         34,858         37,502         39,80           202         31,603         27,303         43,198         44,104         37,34           588         2,176,569         2,344,234         2,462,992         2,600,070         2,819,48           791         110,889         125,346         138,400         145,100         157,68           016         88,930         87,629         94,723         122,198         121,91           687         332,649         348,277         348,536         350,029         348,69           960         15,616         16,365         14,152         12,409         10,14           840         50,154         55,338         56,636         60,511         62,97           214         3,019         3,303         —         —         —           391         19,777         24,360         24,305         21,856         22,39           487         \$2,797,603         \$3,004,852         \$3,139,
Accounts receivable, net         268,824         275,342         30           Deferred contract costs, current         23,235         24,688         23           Prepaid expenses and other current assets         24,443         32,632         33           Total current assets         1,870,948         2,003,671         2,063           Property and equipment, net         75,152         90,713         9           Operating lease assets         61,355         61,921         6           Goodwill         292,176         292,032         33           Intangible assets, net         15,704         14,088         1           Deferred contract costs, non-current         42,062         42,753         44           Restricted cash         3,490         3,424         3           Other assets         19,907         20,413         20           TOTAL ASSETS         \$2,380,794         \$2,529,015         \$2,655           LIABILITIES AND STOCKHOLDERS' EQUITY           CURRENT LIABILITIES:         4         4         4         4           Accounts payable         \$25,270         \$18,629         \$4           Accrued expenses and other current liabilities         111,284         108,211         11	501         348,830         399,551         367,046         333,102         400,64           345         29,873         33,054         34,858         37,502         39,80           202         31,603         27,303         43,198         44,104         37,34           588         2,176,569         2,344,234         2,462,992         2,600,070         2,819,48           791         110,889         125,346         138,400         145,100         157,68           016         88,930         87,629         94,723         122,198         121,91           687         332,649         348,277         348,536         350,029         348,69           960         15,616         16,365         14,152         12,409         10,14           840         50,154         55,338         56,636         60,511         62,97           214         3,019         3,303         —         —         —           391         19,777         24,360         24,305         21,856         22,39           487         \$2,797,603         \$3,004,852         \$3,139,744         \$3,312,173         \$3,543,30           650         \$27,625         \$23,474         \$41,598<
Deferred contract costs, current         23,235         24,688         2           Prepaid expenses and other current assets         24,443         32,632         3           Total current assets         1,870,948         2,003,671         2,069           Property and equipment, net         75,152         90,713         9           Operating lease assets         61,355         61,921         6           Goodwill         292,176         292,032         33           Intangible assets, net         15,704         14,088         1           Deferred contract costs, non-current         42,062         42,753         46           Restricted cash         3,490         3,424         3           Other assets         19,907         20,413         20           TOTAL ASSETS         \$2,380,794         \$2,529,015         \$2,65           LIABILITIES AND STOCKHOLDERS' EQUITY         CURRENT LIABILITIES:         Accounts payable         \$25,270         \$18,629         \$4           Accrued expenses and other current liabilities         111,284         108,211         11           Operating lease liabilities, current         20,157         20,320         22           Deferred revenue, current         371,985         454,812         44 <td>345         29,873         33,054         34,858         37,502         39,80           202         31,603         27,303         43,198         44,104         37,34           588         2,176,569         2,344,234         2,462,992         2,600,070         2,819,48           791         110,889         125,346         138,400         145,100         157,68           016         88,930         87,629         94,723         122,198         121,91           687         332,649         348,277         348,536         350,029         348,69           960         15,616         16,365         14,152         12,409         10,14           840         50,154         55,338         56,636         60,511         62,97           214         3,019         3,303         —         —         —           391         19,777         24,360         24,305         21,856         22,39           487         \$2,797,603         \$3,004,852         \$3,139,744         \$3,312,173         \$3,543,30           650         \$27,625         \$23,474         \$41,598         \$48,031         \$85,36           6622         146,290         171,158         148,530</td>	345         29,873         33,054         34,858         37,502         39,80           202         31,603         27,303         43,198         44,104         37,34           588         2,176,569         2,344,234         2,462,992         2,600,070         2,819,48           791         110,889         125,346         138,400         145,100         157,68           016         88,930         87,629         94,723         122,198         121,91           687         332,649         348,277         348,536         350,029         348,69           960         15,616         16,365         14,152         12,409         10,14           840         50,154         55,338         56,636         60,511         62,97           214         3,019         3,303         —         —         —           391         19,777         24,360         24,305         21,856         22,39           487         \$2,797,603         \$3,004,852         \$3,139,744         \$3,312,173         \$3,543,30           650         \$27,625         \$23,474         \$41,598         \$48,031         \$85,36           6622         146,290         171,158         148,530
Prepaid expenses and other current assets	202         31,603         27,303         43,198         44,104         37,34           588         2,176,569         2,344,234         2,462,992         2,600,070         2,819,48           791         110,889         125,346         138,400         145,100         157,68           016         88,930         87,629         94,723         122,198         121,91           687         332,649         348,277         348,536         350,029         348,69           960         15,616         16,365         14,152         12,409         10,14           840         50,154         55,338         56,636         60,511         62,97           214         3,019         3,303         —         —         —         —           391         19,777         24,360         24,305         21,856         22,39           487         \$2,797,603         \$3,004,852         \$3,139,744         \$3,312,173         \$3,543,30           650         \$27,625         \$23,474         \$41,598         \$48,031         \$85,36           622         146,290         171,158         148,530         127,009         101,83           357         21,751         22,092
Assets   24,443   32,632   33     Total current assets   1,870,948   2,003,671   2,066     Property and equipment, net   75,152   90,713   95     Operating lease assets   61,355   61,921   66     Goodwill   292,176   292,032   33     Intangible assets, net   15,704   14,088   17     Deferred contract costs, non-current   42,062   42,753   46     Restricted cash   3,490   3,424   3     Other assets   19,907   20,413   26     TOTAL ASSETS   \$2,380,794   \$2,529,015   \$2,656      LIABILITIES AND STOCKHOLDERS' EQUITY     CURRENT LIABILITIES:   Accounts payable   \$25,270   \$18,629   \$4     Accrued expenses and other current liabilities   111,284   108,211   11     Operating lease liabilities, current   20,157   20,320   22     Deferred revenue, current   371,985   454,812   444     Total current liabilities   528,696   601,972   62     Operating lease liabilities, non-current   52,106   51,817   55     Convertible senior notes, net   735,482   736,318   735     Deferred revenue, non-current   13,896   12,798   14     Other liabilities   9,411   9,253   14     Other liabilities   9,411	588         2,176,569         2,344,234         2,462,992         2,600,070         2,819,48           791         110,889         125,346         138,400         145,100         157,68           016         88,930         87,629         94,723         122,198         121,91           687         332,649         348,277         348,536         350,029         348,69           960         15,616         16,365         14,152         12,409         10,14           840         50,154         55,338         56,636         60,511         62,97           214         3,019         3,303         —         —         —         —           391         19,777         24,360         24,305         21,856         22,39           487         \$2,797,603         \$3,004,852         \$3,139,744         \$3,312,173         \$3,543,30           650         \$27,625         \$23,474         \$41,598         \$48,031         \$85,36           622         146,290         171,158         148,530         127,009         101,83           357         21,751         22,092         20,397         18,852         18,77
Property and equipment, net         75,152         90,713         9           Operating lease assets         61,355         61,921         6           Goodwill         292,176         292,032         33           Intangible assets, net         15,704         14,088         1           Deferred contract costs, non-current         42,062         42,753         46           Restricted cash         3,490         3,424         3           Other assets         19,907         20,413         20           TOTAL ASSETS         \$2,380,794         \$2,529,015         \$2,654           LIABILITIES AND STOCKHOLDERS' EQUITY           CURRENT LIABILITIES:         Accounts payable         \$25,270         \$18,629         \$4           Accrued expenses and other current liabilities         111,284         108,211         11           Operating lease liabilities, current         20,157         20,320         20           Deferred revenue, current         371,985         454,812         44           Total current liabilities         528,696         601,972         629           Operating lease liabilities, non-current         52,106         51,817         50           Convertible senior notes, net         735,482         736,318 <td>588         2,176,569         2,344,234         2,462,992         2,600,070         2,819,48           791         110,889         125,346         138,400         145,100         157,68           016         88,930         87,629         94,723         122,198         121,91           687         332,649         348,277         348,536         350,029         348,69           960         15,616         16,365         14,152         12,409         10,14           840         50,154         55,338         56,636         60,511         62,97           214         3,019         3,303         —         —         —         —           391         19,777         24,360         24,305         21,856         22,39           487         \$2,797,603         \$3,004,852         \$3,139,744         \$3,312,173         \$3,543,30           650         \$27,625         \$23,474         \$41,598         \$48,031         \$85,36           622         146,290         171,158         148,530         127,009         101,83           357         21,751         22,092         20,397         18,852         18,77</td>	588         2,176,569         2,344,234         2,462,992         2,600,070         2,819,48           791         110,889         125,346         138,400         145,100         157,68           016         88,930         87,629         94,723         122,198         121,91           687         332,649         348,277         348,536         350,029         348,69           960         15,616         16,365         14,152         12,409         10,14           840         50,154         55,338         56,636         60,511         62,97           214         3,019         3,303         —         —         —         —           391         19,777         24,360         24,305         21,856         22,39           487         \$2,797,603         \$3,004,852         \$3,139,744         \$3,312,173         \$3,543,30           650         \$27,625         \$23,474         \$41,598         \$48,031         \$85,36           622         146,290         171,158         148,530         127,009         101,83           357         21,751         22,092         20,397         18,852         18,77
Operating lease assets         61,355         61,921         66           Goodwill         292,176         292,032         334           Intangible assets, net         15,704         14,088         17           Deferred contract costs, non-current         42,062         42,753         46           Restricted cash         3,490         3,424         3           Other assets         19,907         20,413         20           TOTAL ASSETS         \$2,380,794         \$2,529,015         \$2,652           LIABILITIES AND STOCKHOLDERS' EQUITY           CURRENT LIABILITIES:         Accounts payable         \$25,270         \$18,629         \$47           Accrued expenses and other current liabilities         111,284         108,211         11           Operating lease liabilities, current         20,157         20,320         22           Deferred revenue, current         371,985         454,812         44           Total current liabilities         528,696         601,972         629           Operating lease liabilities, non-current         52,106         51,817         50           Convertible senior notes, net         735,482         736,318         730           Deferred revenue, non-current         13,896         12	016         88,930         87,629         94,723         122,198         121,91           687         332,649         348,277         348,536         350,029         348,69           960         15,616         16,365         14,152         12,409         10,14           840         50,154         55,338         56,636         60,511         62,97           214         3,019         3,303         —         —         —           391         19,777         24,360         24,305         21,856         22,39           487         \$2,797,603         \$3,004,852         \$3,139,744         \$3,312,173         \$3,543,30           650         \$27,625         \$23,474         \$41,598         \$48,031         \$85,36           622         146,290         171,158         148,530         127,009         101,83           357         21,751         22,092         20,397         18,852         18,77
Soodwill   292,176   292,032   334   335   336	687         332,649         348,277         348,536         350,029         348,69           960         15,616         16,365         14,152         12,409         10,14           840         50,154         55,338         56,636         60,511         62,97           214         3,019         3,303         —         —         —           391         19,777         24,360         24,305         21,856         22,39           487         \$2,797,603         \$3,004,852         \$3,139,744         \$3,312,173         \$3,543,30           650         \$27,625         \$23,474         \$41,598         \$48,031         \$85,36           622         146,290         171,158         148,530         127,009         101,83           357         21,751         22,092         20,397         18,852         18,77
Intangible assets, net	960 15,616 16,365 14,152 12,409 10,14 840 50,154 55,338 56,636 60,511 62,97 214 3,019 3,303 — — — — 391 19,777 24,360 24,305 21,856 22,39 487 \$2,797,603 \$3,004,852 \$3,139,744 \$3,312,173 \$3,543,30  650 \$27,625 \$23,474 \$41,598 \$48,031 \$85,36 622 146,290 171,158 148,530 127,009 101,83 357 21,751 22,092 20,397 18,852 18,77
Deferred contract costs, non-current         42,062         42,753         44           Restricted cash         3,490         3,424         3           Other assets         19,907         20,413         20           TOTAL ASSETS         \$2,380,794         \$2,529,015         \$2,65           LIABILITIES AND STOCKHOLDERS' EQUITY           CURRENT LIABILITIES:           Accounts payable         \$25,270         \$18,629         \$4           Accrued expenses and other current liabilities         111,284         108,211         11           Operating lease liabilities, current         20,157         20,320         22           Deferred revenue, current         371,985         454,812         44           Total current liabilities         528,696         601,972         62           Operating lease liabilities, non-current         52,106         51,817         5           Convertible senior notes, net         735,482         736,318         73           Deferred revenue, non-current         13,896         12,798         14           Other liabilities         9,411         9,253         10	840     50,154     55,338     56,636     60,511     62,97       214     3,019     3,303     —     —     —       391     19,777     24,360     24,305     21,856     22,39       487     \$2,797,603     \$3,004,852     \$3,139,744     \$3,312,173     \$3,543,30       650     \$27,625     \$23,474     \$41,598     \$48,031     \$85,36       622     146,290     171,158     148,530     127,009     101,83       357     21,751     22,092     20,397     18,852     18,77
Restricted cash         3,490         3,424         3           Other assets         19,907         20,413         20           TOTAL ASSETS         \$2,380,794         \$2,529,015         \$2,656           LIABILITIES AND STOCKHOLDERS' EQUITY           CURRENT LIABILITIES:           Accounts payable         \$25,270         \$18,629         \$4           Accrued expenses and other current liabilities         111,284         108,211         11           Operating lease liabilities, current         20,157         20,320         22           Deferred revenue, current         371,985         454,812         44           Total current liabilities         528,696         601,972         62           Operating lease liabilities, non-current         52,106         51,817         5           Convertible senior notes, net         735,482         736,318         73           Deferred revenue, non-current         13,896         12,798         14           Other liabilities         9,411         9,253         10	214     3,019     3,303     —     —     —       391     19,777     24,360     24,305     21,856     22,39       487     \$2,797,603     \$3,004,852     \$3,139,744     \$3,312,173     \$3,543,30       650     \$27,625     \$23,474     \$41,598     \$48,031     \$85,36       622     146,290     171,158     148,530     127,009     101,83       357     21,751     22,092     20,397     18,852     18,77
Other assets         19,907         20,413         20           TOTAL ASSETS         \$2,380,794         \$2,529,015         \$2,654           LIABILITIES AND STOCKHOLDERS' EQUITY           CURRENT LIABILITIES:           Accounts payable         \$25,270         \$18,629         \$45           Accrued expenses and other current liabilities         111,284         108,211         111           Operating lease liabilities, current         20,157         20,320         22           Deferred revenue, current         371,985         454,812         44           Total current liabilities         528,696         601,972         629           Operating lease liabilities, non-current         52,106         51,817         50           Convertible senior notes, net         735,482         736,318         730           Deferred revenue, non-current         13,896         12,798         14           Other liabilities         9,411         9,253         10	214       3,019       3,303       —       —       —       —         391       19,777       24,360       24,305       21,856       22,39         487       \$2,797,603       \$3,004,852       \$3,139,744       \$3,312,173       \$3,543,30         650       \$27,625       \$23,474       \$41,598       \$48,031       \$85,36         622       146,290       171,158       148,530       127,009       101,83         357       21,751       22,092       20,397       18,852       18,77
TOTAL ASSETS         \$2,380,794         \$2,529,015         \$2,652           LIABILITIES AND STOCKHOLDERS' EQUITY           CURRENT LIABILITIES:           Accounts payable         \$25,270         \$18,629         \$47           Accrued expenses and other current liabilities         111,284         108,211         111           Operating lease liabilities, current         20,157         20,320         22           Deferred revenue, current         371,985         454,812         444           Total current liabilities         528,696         601,972         629           Operating lease liabilities, non-current         52,106         51,817         50           Convertible senior notes, net         735,482         736,318         730           Deferred revenue, non-current         13,896         12,798         14           Other liabilities         9,411         9,253         10	487         \$2,797,603         \$3,004,852         \$3,139,744         \$3,312,173         \$3,543,30           650         \$27,625         \$23,474         \$41,598         \$48,031         \$85,36           622         146,290         171,158         148,530         127,009         101,83           357         21,751         22,092         20,397         18,852         18,77
LIABILITIES AND STOCKHOLDERS' EQUITY           CURRENT LIABILITIES:           Accounts payable         \$ 25,270         \$ 18,629         \$ 47           Accrued expenses and other current liabilities         111,284         108,211         111           Operating lease liabilities, current         20,157         20,320         22           Deferred revenue, current         371,985         454,812         44           Total current liabilities         528,696         601,972         625           Operating lease liabilities, non-current         52,106         51,817         50           Convertible senior notes, net         735,482         736,318         730           Deferred revenue, non-current         13,896         12,798         14           Other liabilities         9,411         9,253         10	650 \$ 27,625 \$ 23,474 \$ 41,598 \$ 48,031 \$ 85,36 622 146,290 171,158 148,530 127,009 101,83 357 21,751 22,092 20,397 18,852 18,77
CURRENT LIABILITIES:         \$ 25,270 \$ 18,629 \$ 47           Accounts payable         \$ 25,270 \$ 18,629 \$ 47           Accrued expenses and other current liabilities         \$ 111,284 \$ 108,211 \$ 117           Operating lease liabilities, current         \$ 20,157 \$ 20,320 \$ 27           Deferred revenue, current         \$ 371,985 \$ 454,812 \$ 444           Total current liabilities         \$ 528,696 \$ 601,972 \$ 629           Operating lease liabilities, non-current         \$ 52,106 \$ 51,817 \$ 57           Convertible senior notes, net         \$ 735,482 \$ 736,318 \$ 737           Deferred revenue, non-current         \$ 13,896 \$ 12,798 \$ 14           Other liabilities         \$ 9,411 \$ 9,253 \$ 110	650 \$ 27,625 \$ 23,474 \$ 41,598 \$ 48,031 \$ 85,36 622 146,290 171,158 148,530 127,009 101,83 357 21,751 22,092 20,397 18,852 18,77
CURRENT LIABILITIES:         \$ 25,270 \$ 18,629 \$ 47           Accounts payable         \$ 25,270 \$ 18,629 \$ 47           Accrued expenses and other current liabilities         111,284 108,211 11           Operating lease liabilities, current         20,157 20,320 22           Deferred revenue, current         371,985 454,812 44           Total current liabilities         528,696 601,972 629           Operating lease liabilities, non-current         52,106 51,817 50           Convertible senior notes, net         735,482 736,318 730           Deferred revenue, non-current         13,896 12,798 14           Other liabilities         9,411 9,253 11	622     146,290     171,158     148,530     127,009     101,83       357     21,751     22,092     20,397     18,852     18,77
Accounts payable         \$ 25,270         \$ 18,629         \$ 47           Accrued expenses and other current liabilities         111,284         108,211         111           Operating lease liabilities, current         20,157         20,320         22           Deferred revenue, current         371,985         454,812         44           Total current liabilities         528,696         601,972         625           Operating lease liabilities, non-current         52,106         51,817         55           Convertible senior notes, net         735,482         736,318         735           Deferred revenue, non-current         13,896         12,798         14           Other liabilities         9,411         9,253         10	622     146,290     171,158     148,530     127,009     101,83       357     21,751     22,092     20,397     18,852     18,77
Accrued expenses and other current liabilities         111,284         108,211         11           Operating lease liabilities, current         20,157         20,320         22           Deferred revenue, current         371,985         454,812         44           Total current liabilities         528,696         601,972         62           Operating lease liabilities, non-current         52,106         51,817         5           Convertible senior notes, net         735,482         736,318         73           Deferred revenue, non-current         13,896         12,798         14           Other liabilities         9,411         9,253         10	622     146,290     171,158     148,530     127,009     101,83       357     21,751     22,092     20,397     18,852     18,77
liabilities         111,284         108,211         11           Operating lease liabilities, current         20,157         20,320         22           Deferred revenue, current         371,985         454,812         44           Total current liabilities         528,696         601,972         62           Operating lease liabilities, non-current         52,106         51,817         5           Convertible senior notes, net         735,482         736,318         73           Deferred revenue, non-current         13,896         12,798         14           Other liabilities         9,411         9,253         10	357 21,751 22,092 20,397 18,852 18,77
Operating lease liabilities, current         20,157         20,320         22           Deferred revenue, current         371,985         454,812         44           Total current liabilities         528,696         601,972         62           Operating lease liabilities, non-current         52,106         51,817         5           Convertible senior notes, net         735,482         736,318         73           Deferred revenue, non-current         13,896         12,798         14           Other liabilities         9,411         9,253         10	357 21,751 22,092 20,397 18,852 18,77
Deferred revenue, current         371,985         454,812         444           Total current liabilities         528,696         601,972         629           Operating lease liabilities, noncurrent         52,106         51,817         55           Convertible senior notes, net         735,482         736,318         73           Deferred revenue, non-current         13,896         12,798         14           Other liabilities         9,411         9,253         10	
Total current liabilities         528,696         601,972         628           Operating lease liabilities, non- current         52,106         51,817         5           Convertible senior notes, net         735,482         736,318         73           Deferred revenue, non-current         13,896         12,798         14           Other liabilities         9,411         9,253         10	247 479 749 642 024 602 400 607 470 000 60
Operating lease liabilities, non-current         52,106         51,817         5           Convertible senior notes, net         735,482         736,318         73           Deferred revenue, non-current         13,896         12,798         14           Other liabilities         9,411         9,253         10	<u>247 478,742 543,024 562,429 567,470 636,50</u>
current         52,106         51,817         50           Convertible senior notes, net         735,482         736,318         73           Deferred revenue, non-current         13,896         12,798         14           Other liabilities         9,411         9,253         10	876 674,408 759,748 772,954 761,362 842,47
Convertible senior notes, net         735,482         736,318         737           Deferred revenue, non-current         13,896         12,798         14           Other liabilities         9,411         9,253         10	
Deferred revenue, non-current         13,896         12,798         14           Other liabilities         9,411         9,253         10	771 76,934 76,582 86,242 125,694 127,80
Other liabilities         9,411         9,253         10	160 738,003 738,847 739,692 740,538 741,38
	526 9,455 12,944 22,506 27,534 17,50
Total liabilities 1.339.591 1.412.158 1.439	034 9,364 6,226 6,251 7,686 7,65
,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	367 1,508,164 1,594,347 1,627,645 1,662,814 1,736,82
STOCKHOLDERS' EQUITY	
Common stock 3 3	3 3 3 3
Additional paid-in capital 1,197,136 1,271,777 1,380	873 1,487,992 1,625,190 1,744,221 1,891,995 2,028,05
Accumulated other comprehensive	
	509) (25,324) (12,422) (5,773) (12,318) (13,88
	<u>247)</u> <u>(173,232)</u> <u>(202,266)</u> <u>(226,352)</u> <u>(230,321)</u> <u>(207,69</u>
Total stockholders' equity 1,041,203 1,116,857 1,215	120 1,289,439 1,410,505 1,512,099 1,649,359 1,806,47
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY \$2,380,794 \$2,529,015 \$2,654	

# Datadog, Inc. Condensed Consolidated Statements of Cash Flow

	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023
CASH FLOWS FROM OPERATING ACTIV								
Net income (loss)	\$ 7,169		\$ (4,879)	,	\$ (29,034)	\$ (24,086)	\$ (3,969)	\$ 22,630
Adjustments to reconcile net (loss) income			_		0.004	40.075	40.550	44.000
Depreciation and amortization	6,876	7,394	8,118	9,313	9,804	10,275	10,550	11,609
Amortization (accretion) of premiums (discounts) on marketable securities	4,407	3,959	2,738	520	(2,491)	(5,195)	(8,096)	(12,965)
Amortization of issuance costs	839	840	842	843	844	845	846	848
Amortization of deferred contract costs	5,309	6,022	6,558	7,361	8,062	8,648	9,348	10,227
Stock-based compensation, net of amounts capitalized	56,366	66,884	82,399	101,362	112,509	112,728	118,337	123,114
Non-cash lease expense	4,596	4,411	5,275	5,550	6,180	5,944	6,252	7,136
Allowance for credit losses on								
accounts receivable	1,085	798	1,133	1,998	1,286	3,732	2,579	2,786
Loss on disposal of property and equipment	16	823	326	3	510	88	333	(2)
Changes in operating assets and liability	ties:							
Accounts receivable, net	(45,232)	(7,319)	(30,781)	(45,638)	(51,963)	28,773	31,366	(70,333)
Deferred contract costs	(15,165)	(8,166)	(13,303)	(13,202)	(16,427)	(11,750)	(15,868)	(14,994)
Prepaid expenses and other current assets	204	(8,391)	(4,238)	1,349	4,715	(15,810)	(1,013)	6,509
Other assets	(783)	(805)	(947)	(168)	(3,259)	164	2,077	(998)
Accounts payable	(9,354)	(7,624)	30,803	(20,696)	(3,769)	18,545	6,352	32,371
Accrued expenses and other liabilities	18,044	(2,911)	(1,399)	31,660	10,228	(28,080)	(16,009)	(24,153)
Deferred revenue	81,416	81,735	(9,685)	29,348	67,246	28,966	10,073	58,998
Net cash provided by operating activities	115,793	147,388	72,960	83,618	114,441	133,787	153,158	152,783
CASH FLOWS FROM INVESTING ACTIVIT	ΓIES:							
Purchases of marketable securities	(228,107)	(329,706)	(389,079)	(348,947)	(345,985)	(757,787)	(632,547)	(621,523)
Maturities of marketable securities	110,868	199,703	317,051	340,439	280,531	497,648	520,669	449,658
Proceeds from sale of marketable								
securities	6,617	2,007	(1)	84		21,341	15,292	(240)
Purchases of property and equipment	(2,405)	(9,514)	(5,987)	(9,706)	(10,054)	(8,739)	(2,339)	(6,113)
Capitalized software development costs	(6,705)	(7,973)	(6,807)	(6,812)	(8,036)	(8,711)	(9,087)	(8,481)
Cash paid for acquisition of	(20, 202)	(4.074)	(04.005)	(700)	(F F7C)		(0.005)	(4.044)
businesses, net of cash acquired	(26,303)	(4,871)	(34,695)	(736)	(5,576)	(256.249)	(2,025)	(4,344)
Net cash used in investing activities  CASH FLOWS FROM FINANCING ACTIVI	(146,035)	(150,354)	(119,518)	(25,678)	(89,120)	(256,248)	(110,037)	(191,043)
Proceeds from exercise of stock	IIES.							
options	4,256	4,245	2,206	1,816	1,734	2,098	5,436	9,870
Proceeds for issuance of common stock under the employee stock purchase plan	10,484	_	13,557	_	12,468	_	19,986	_
Repayments of convertible senior notes	_	(3)	_	_	_	_	_	_
Net cash provided by financing activities	14,740	4,242	15,763	1,816	14,202	2,098	25,422	9,870
Effect of exchange rate changes on cash, cash equivalents and restricted cash	(573)	(629)	(2,242)	(3,995)	4,931	623	213	(1,605)
NET (DECREASE) INCREASE IN CASH, CASH EQUIVALENTS AND RESTRICTED CASH	(16,075)	647	(33,037)	55,761	44,454	(119,740)	68,756	(29,995)
	,		/			,		, ,

# Datadog, Inc. Condensed Consolidated Statements of Cash Flow

	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023
CASH, CASH EQUIVALENTS AND RESTRICTED CASH — Beginning of period	290,538	274,463	275,110	242,073	297,834	342,288	222,548	291,304
CASH, CASH EQUIVALENTS AND RESTRICTED CASH — End of period	\$ 274,463	\$ 275,110	\$ 242,073	\$ 297,834	\$ 342,288	\$ 222,548	\$ 291,304	\$ 261,309
RECONCILIATION OF CASH, CASH EQUITO THE AMOUNTS SHOWN IN THE STAT				ITHIN THE C	ONDENSED (	CONSOLIDA <sup>.</sup>	TED BALANC	E SHEETS
Cash and cash equivalents	\$ 270,973	\$ 271,686	\$ 238,859	\$ 294,815	\$ 338,985	\$ 222,548	\$ 291,304	\$ 261,309
Restricted cash	3,490	3,424	3,214	3,019	3,303			
Total cash, cash equivalents and restricted cash	\$ 274,463	\$ 275,110	\$ 242,073	\$ 297,834	\$ 342,288	\$ 222,548	\$ 291,304	\$ 261,309

# Datadog, Inc. Reconciliation from GAAP to Non-GAAP Results

(In thousands, except per share data; unaudited)

	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023
Reconciliation of gross profit and gros	ss margin							
GAAP gross profit	\$ 259,049	\$ 288,568	\$ 324,213	\$ 342,934	\$ 372,642	\$ 381,800	\$ 407,614	\$ 444,217
Plus: Stock-based compensation expense	1,608	1,653	2,355	3,165	3,654	3,725	4,157	4,570
Plus: Amortization of acquired intangibles	1,218	1,413	1,482	1,900	1,955	2,016	2,064	1,974
Plus: Employer payroll taxes on employee stock transactions	92	102	70	47	47	60	109	107
Non-GAAP gross profit	\$ 261,967	\$ 291,736	\$ 328,120	\$ 348,046	\$ 378,298	\$ 387,601	\$ 413,944	\$ 450,868
GAAP gross margin	79 %	79 %	80 %	79 %	79 %	79 %	80 %	81 %
Non-GAAP gross margin	80 %	80 %	81 %	80 %	81 %	80 %	81 %	82 %
Reconciliation of operating expenses								
GAAP research and development	\$ 133,049	\$ 150,608	\$ 177,699	\$ 205,388	\$ 218,656	\$ 229,478	\$ 239,494	\$ 240,225
Less: Stock-based compensation expense	(36,995)	(44,696)	(53,309)	(65,321)	(73,794)	(74,703)	(75,730)	(79,174)
Less: Employer payroll taxes on employee stock transactions	(2,748)	(3,297)	(2,829)	(1,799)	(2,459)	(4,593)	(5,360)	(5,260)
Non-GAAP research and development	\$ 93,306	\$ 102,615	\$ 121,561	\$ 138,268	\$ 142,403	\$ 150,182	\$ 158,404	\$ 155,791
	<del>+ 00,000</del>	<del></del>	<del>+ 121,001</del>	<del>+ 100,200</del>	<del>+</del>	<del>+ 100,102</del>	<del></del>	Ψ 100,101
GAAP sales and marketing	\$ 88,905	\$ 101,166	\$ 115,270	\$ 129,493	\$ 149,359	\$ 144,971	\$ 147,455	\$ 156,870
Less: Stock-based compensation expense	(11,680)	(14,595)	(17,590)	(21,145)	(23,405)	(23,014)	(25,884)	(26,159)
Less: Amortization of acquired intangibles	(208)	(203)	(206)	(208)	(208)	(203)	(206)	(208)
Less: Employer payroll taxes on employee stock transactions	(1,119)	(1,109)	(605)	(620)	(432)	(775)	(1,253)	(2,980)
Non-GAAP sales and marketing	\$ 75,898	\$ 85,259	\$ 96,869	\$ 107,520	\$ 125,314	\$ 120,979	\$ 120,112	\$ 127,523
GAAP general and administrative	\$ 28,640	\$ 26,380	\$ 34,383	\$ 39,395	\$ 39,255	\$ 42,321	\$ 42,671	\$ 51,352
Less: Stock-based compensation expense	(6,083)	(5,940)	(9,145)	(11,731)	(11,656)	(11,286)	(12,566)	(13,211)
Less: Employer payroll taxes on employee stock transactions	(410)	(257)	(217)	(245)	(111)	(965)	(1,143)	(1,342)
Non-GAAP general and administrative	\$ 22,147	\$ 20,183	\$ 25,021	\$ 27,419	\$ 27,488	\$ 30,070	\$ 28,962	\$ 36,799
Reconciliation of operating (loss) inco	me and anara	ting margin						
GAAP operating income (loss)	\$ 8,455	\$ 10,414	\$ (3,139)	\$ (31,342)	\$ (34,628)	\$ (34,970)	\$ (22,006)	\$ (4,230)
Plus: Stock-based compensation expense	56,366	66,884	82,399	101,362	112,509	112,728	118,337	123,114
Plus: Amortization of acquired intangibles	1,426	1,616	1,688	2,108	2,163	2,219	2,270	2,182
Plus: Employer payroll taxes on employee stock transactions	4,369	4,765	3,721	2,711	3,049	6,393	7,865	9,689
Non-GAAP operating income	\$ 70,616	\$ 83,679	\$ 84,669	\$ 74,839	\$ 83,093	\$ 86,370	\$ 106,466	\$ 130,755
GAAP operating margin	3 %	3 %	(1)%	(7)%	(7)%	(7)%	(4)%	(1)%
Non-GAAP operating margin	22 %	23 %	21 %	17 %	18 %	18 %	21 %	24 %
	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023
Reconciliation of net (loss) income				<b>A</b> 12		A 12 -	4	
GAAP net income (loss)	\$ 7,169	\$ 9,738	\$ (4,879)	\$ (25,985)	\$ (29,034)	\$ (24,086)	\$ (3,969)	\$ 22,630
Plus: Stock-based compensation expense	56,366	66,884	82,399	101,362	112,509	112,728	118,337	123,114
Plus: Amortization of acquired intangibles	1,426	1,616	1,688	2,108	2,163	2,219	2,270	2,182

# Datadog, Inc. Reconciliation from GAAP to Non-GAAP Results

(In thousands, except per share data; unaudited)

Plus: Employer payroll taxes on employee stock transactions		4,369		4,765	3,721	2,711	3,049	6,393	7,865		9,689
Plus: Amortization of issuance costs		839		840	842	843	844	845	846		848
Non-GAAP net income	\$	70,169	\$	83,843	\$ 83,771	\$ 81,039	\$ 89,531	\$ 98,099	\$ 125,349	\$ -	158,463
Non-GAAP net income per share - basic	\$	0.23	\$	0.27	\$ 0.27	\$ 0.26	\$ 0.28	\$ 0.31	\$ 0.39	\$	0.49
Non-GAAP net income per share - diluted	\$	0.20	\$	0.24	\$ 0.24	\$ 0.23	\$ 0.26	\$ 0.28	\$ 0.36	\$	0.45
Shares used in non-GAAP net income	per	share ca	cul	ations:							
Basic		311,817		313,456	314,795	315,990	317,348	319,286	322,215	;	325,557
Diluted		345,877	_	345,668	344,854	345,100	345,009	345,934	348,551		351,309

#### Datadog, Inc.

#### Reconciliation of GAAP Cash Flow from Operating Activities to Free Cash Flow

	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023
Net cash provided by operating activities	\$115,793	\$147,388	\$72,960	\$83,618	\$114,441	\$133,787	\$153,158	\$152,783
Less: Purchases of property and equipment	(2,405)	(9,514)	(5,987)	(9,706)	(10,054)	(8,739)	(2,339)	(6,113)
Less: Capitalized software development costs	(6,705)	(7,973)	(6,807)	(6,812)	(8,036)	(8,711)	(9,087)	(8,481)
Free cash flow	106,683	129,901	60,166	67,100	96,351	116,337	141,732	138,189
Free cash flow margin	33 %	36 %	15 %	15 %	21 %	24 %	28 %	25 %

## Datadog, Inc. Other Selected Key Metrics

(In thousands; unaudited)

	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023
Trailing 12-month dollar-based net retention rate	> 130%	> 130%	> 130%	> 130%	> 130%	> 130%	> 120%	< 120%
Total customers	18,800	19,800	21,200	22,200	23,200	25,500	26,100	26,800
Customers with equal or greater than \$1 million ARR	216				317			
Customers with equal or greater than \$100,000 ARR	2,010	2,250	2,420	2,600	2,780	2,910	2,990	3,130
Percentage of ARR comprised by \$100k+ customers	83 %	85 %	85 %	85 %	85 %	85 %	85 %	86 %
Percentage of customers using 2+ products	78 %	81 %	79 %	80 %	81 %	81 %	82 %	82 %
Percentage of customers using 4+ products	33 %	35 %	37 %	40 %	42 %	43 %	45 %	46 %
Percentage of customers using 6+ products	10 %	12 %	14 %	16 %	18 %	19 %	21 %	21 %

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