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This presentation and accompanying oral presentation contain “forward-looking” statements, as that term is defined under the federal securities laws, including but not limited to statements regarding Datadog's strategy, product and platform capabilities, the benefits and expected closing of acquisitions, growth in and ability to capitalize on long-term market opportunities including the pace and scope of cloud migration and digital transformation, gross margins and operating margins including with respect to sales and marketing, research and development expenses, investments and capital expenditures as well as the impact of increased office activity and marketing, and Datadog's future financial performance. These forward-looking statements are based on Datadog's current assumptions, expectations and beliefs and are subject to substantial risks, uncertainties, assumptions and changes in circumstances that may cause Datadog's actual results, performance or achievements to differ materially from those expressed or implied in any forward-looking statement.

The risks and uncertainties referred to above include, but are not limited to (1) our recent rapid growth may not be indicative of our future growth; (2) our history of operating losses; (3) our limited operating history; (4) our business depends on our existing customers purchasing additional subscriptions and products from us and renewing their subscriptions; (5) our ability to attract new customers; (6) our ability to effectively develop and expand our sales and marketing capabilities; (7) risk of a security breach; (8) risk of interruptions or performance problems associated with our products and platform capabilities; (9) our ability to adapt and respond to rapidly changing technology or customer needs; (10) the competitive markets in which we participate; (11) risks associated with successfully managing our growth; (12) general market, political, economic, and business conditions including concerns about reduced economic growth and associated decreases in information technology spending; and (13) the impact that the ongoing COVID-19 pandemic and any related economic downturn could have on our or our customers’ businesses, financial condition and results of operations. These risks and uncertainties are more fully described in our filings with the Securities and Exchange Commission (SEC), including in the section entitled “Risk Factors” in our Quarterly Report on Form 10-Q for the quarter ended June 30, 2022 and in other filings and reports that we may file from time to time with the SEC. Moreover, we operate in a very competitive and rapidly changing environment. New risks emerge from time to time. It is not possible for our management to predict all risks, nor can we assess the impact of all factors on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements we may make. In light of these risks, uncertainties and assumptions, we cannot guarantee future results, levels of activity, performance, achievements, or events and circumstances reflected in the forward-looking statements will occur. Forward-looking statements represent our beliefs and assumptions only as of the date of this press release. We disclaim any obligation to update forward-looking statements.
## Agenda

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<td>Cloud security Q&amp;A</td>
<td>Pierre Betouin, Prashant Prahlad, Yuka Broderick</td>
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David Obstler
Chief Financial Officer
What Datadog does for our customers
Long-term secular tailwinds are still in early stages
Continued exponential explosion of complexity

Diversity of technologies in use
- Few vendor suites
- Lots of open source and SaaS

Scale in number of computing units
- Serverless & microservices
- Containers
- Cloud instances
- Physical hardware

Frequency of release
- Once a day
- On-demand

Number of people involved
- Ops
- Dev + Ops
- Business + Dev + Ops + Business

Number of people involved
- Siloed
- Integrated
Datadog solves for complexity

**MULTIPLE DATA SOURCES**
- 600+ SOURCES
- LOGS
- TRACES
- METRICS
- ACTIVITY
- METADATA

**PLATFORM SERVICES**
- Dashboards
- Agents
- Collaboration
- Mobile
- Workflows
- Watchdog AI
- Open Telemetry

**PRODUCTS / USE CASES**
- Infrastructure
- APM
- Log Management
- Continuous Profiler
- Network
- RUM
- Synthetics
- Cloud SIEM
- DBM
- CSM
- ASM
- CI Visibility
- Observability Pipelines
- Cloud Cost Management
- ... and more

**SINGLE Pane OF GLASS...**

**...ACROSS TEAMS**
- DEV
- IT OPS
- SECURITY
- SUPPORT
- BUSINESS
The Datadog platform

Infrastructure Monitoring
- Containers
- Serverless
- Network Performance Monitoring
- Network Device Monitoring
- Cloud Cost Management

Application Performance Monitoring
- Distributed Tracing
- Error Tracking
- Continuous Profiler
- Database Monitoring

Digital Experience Monitoring
- Synthetics
- Real User Monitoring
- Session Replay

Log Management
- Observability Pipelines
- Sensitive Data Scanner
- Audit Trails
- Log Forwarding

Security
- Cloud Security Management
- Application Security Management
- Cloud SIEM

Developer Experience
- CI Visibility
- Continuous Testing

Watchdog AI
- Insights
- Impact Analysis
- Root Cause Analysis
- Anomaly Detection
- Alerts
- Correlation
- Optimizations

Shared Platform Services
- Collaboration
- Dashboards
- Mobile
- Agents
- Notebook
- Workflows
- Open Telemetry

UNIFIED METRICS, LOGS, TRACES

600+ INTEGRATIONS
Our growth opportunities and investment in innovation
Our growth drivers

1. Secular tailwind of digital transformation and cloud migration
2. Increased penetration of cloud and next-gen DevOps customers
3. Expanding products / use cases for customers
4. Adding new markets beyond observability
Long-term growth drivers are still in early stages

Cloud spend continues to grow rapidly


Gartner Market Databook - 4Q12 Update; 4Q13 Update; 4Q14 Update; 4Q15 Update; 4Q16 Update; 4Q17 Update; 4Q18 Update; 4Q19 Update; 4Q20 Update; 4Q21 Update; 3Q22 Update.

DATADOG
At our core, Observability is a very large opportunity

$62B

in 2026

We are investing organically against these opportunities

Datadog Non-GAAP R&D Expense ($M's)

See Appendix for a reconciliation to financial results prepared in accordance with GAAP.
Accelerating organic investment with acquisitions

Acquisitions have accelerated time-to-market in **five** of our **sixteen** generally available products
Our history of innovation

- Founded Datadog to break down silos
- Real-time Unified Data Platform (2010-2012)
- Infrastructure Monitoring (2012)
- Log Management (2017)
- Application Performance Monitoring (2017)
- Digital Experience Monitoring (2019)
- Cloud Security Platform (2020)
- Developer Experience (2021)

One product, One platform
Used by everyone, Deployed everywhere
Our history of innovation

Deployed everywhere, used by everyone
Platform strategy is resonating with customers

Customers using 2+ products

- Q2-18: 10%
- Q2-19: 40%
- Q2-20: 68%
- Q2-21: 75%
- Q2-22: 79%

Customers using 4+ products

- Q2-18: 1%
- Q2-19: 15%
- Q2-20: 28%
- Q2-21: 37%
- Q2-22: 37%

Customers using 6+ products

- Q2-18: 1%
- Q2-19: 6%
- Q2-20: 14%
## Dash 2022 announcements

<table>
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<tr>
<th>PRODUCT / FEATURE</th>
<th>PRODUCT AREA</th>
<th>PHASE</th>
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<td>Cloud Cost Management</td>
<td>Platform</td>
<td>General Availability</td>
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<tr>
<td>Cloud Security Management</td>
<td>Security</td>
<td>General Availability</td>
</tr>
<tr>
<td>Continuous Testing</td>
<td>CI Visibility / Synthetics</td>
<td>General Availability</td>
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<tr>
<td>SNMP Traps</td>
<td>Network Device Monitoring</td>
<td>General Availability</td>
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<tr>
<td>Powerpacks</td>
<td>Platform</td>
<td>General Availability</td>
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<tr>
<td>Log Forwarding</td>
<td>Log Management</td>
<td>Limited Availability</td>
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<tr>
<td>CoScreen</td>
<td>Platform</td>
<td>Limited Availability</td>
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<tr>
<td>Netflow Monitoring</td>
<td>Network Device Monitoring</td>
<td>Beta</td>
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<tr>
<td>Mobile App Testing</td>
<td>Synthetics</td>
<td>Beta</td>
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<tr>
<th>PRODUCT / FEATURE</th>
<th>PRODUCT AREA</th>
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<tr>
<td>Heatmaps</td>
<td>Real User Monitoring</td>
<td>Beta</td>
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<tr>
<td>Intelligent Test Runner</td>
<td>CI Visibility</td>
<td>Beta</td>
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<tr>
<td>Workload Security Profiling</td>
<td>Cloud Security Management</td>
<td>Beta</td>
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<tr>
<td>Resource Catalog</td>
<td>Cloud Security Management</td>
<td>Beta</td>
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<tr>
<td>Native Protection</td>
<td>Application Security Monitoring</td>
<td>Beta</td>
</tr>
<tr>
<td>Workflow Automation</td>
<td>Platform</td>
<td>Beta</td>
</tr>
<tr>
<td>Event Correlation</td>
<td>Platform</td>
<td>Beta</td>
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<tr>
<td>Data Stream Monitoring</td>
<td>APM</td>
<td>Beta</td>
</tr>
<tr>
<td>Dynamic Instrumentation</td>
<td>APM</td>
<td>Beta</td>
</tr>
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Q&A

Olivier Pomel  
CEO & Co-founder

David Obstler  
CFO

Yuka Broderick  
VP, Investor Relations & Strategic Finance
Omri Sass
Group Product Manager, Application Performance Monitoring
OBSERVABILITY DEMO

What we’ll cover today

1. Discover an issue, find the source of the problem, and fix it
   - Session Replay / Real User Monitoring (RUM)
   - Application Performance Monitoring (APM)
   - Infrastructure Monitoring
   - Log Management

2. Monitor system health
   - Dashboards
   - Host Map, Service Map, and other broader views
   - 600+ Integrations

3. Reduce problem resolution time with AI
   - Watchdog
OBSERVABILITY DEMO PART 1:
Identify an issue and fix it

Front-End Apps
- Web Browser
- Mobile

Digital Experience Monitoring
(Synthetic & Real User Monitoring)

Back-End Services
- Application Server
- Databases
- Cloud Infrastructure

Application Performance Monitoring (APM)

Infrastructure Monitoring
(Correlate traces with host, container, & runtime metrics)

Log Management
(Correlate traces with logs)

Application Server
Databases
Cloud Infrastructure
The Datadog platform

**Infrastructure Monitoring**
- Containers
- Serverless
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**Application Performance Monitoring**
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- Cloud SIEM

**Developer Experience**
- CI Visibility
- Continuous Testing

**Watchdog AI**
- Insights
- Impact Analysis
- Root Cause Analysis
- Anomaly Detection
- Alerts
- Correlation
- Optimizations

**Shared Platform Services**
- Collaboration
- Dashboards
- Mobile
- Agents
- Notebook
- Workflows
- Open Telemetry

**UNIFIED METRICS, LOGS, TRACES**

**600+ INTEGRATIONS**
OBSERVABILITY DEMO PART 2:

Maintain system health using Datadog platform capabilities

Infrastructure Monitoring
- Containers
- Serverless
- Network Performance Monitoring
- Network Device Monitoring
- Cloud Cost Management

Application Performance Monitoring
- Distributed Tracing
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UNIFIED METRICS, LOGS, TRACES

600+ INTEGRATIONS
Prashant Prahlad
VP, Product Management, Cloud Security Products
Cloud Security: Why is this difficult?

- More developers
- Cloud + public internet connectivity
- Siloed teams and specialized tools

Potential misconfigurations

Broader incidents, deeper impact

Lack of full context and collaboration
Many teams are involved in cloud security

- Mitigate code-level vulnerabilities
- By far the largest team

- Observability context
- Large team

- Broad security context
- Cannot scale specialists
Why Datadog for cloud security

- Break down silos between DevOps and Security
- Datadog has the richest, deepest data
- No additional friction or performance penalty to instrument, no data tax
Datadog Cloud Infrastructure Security Products — 2021

Cloud Security Posture Management

Cloud Workload Security
Adding Resource Catalog

Cloud Security Posture Management

Cloud Workload Security

Resource Catalog
Introducing

Cloud Security Management

Cloud Native Application Protection Platform (CNAPP)
Securing cloud native applications from development to runtime
Datadog Security products

Observability
- Infrastructure Monitoring
- Application Performance Monitoring
- Log Management

Security
- Cloud Security Management
- Application Security Management
- Cloud SIEM
What we covered today

1
Security and DevOps teams resolve security threats in minutes...

- Identify attacks on critical infrastructure
- Drill down with deep observability insights
- Resolve with the appropriate owners

2
... while DevOps teams get unprecedented visibility

- Gain visibility into cloud resource inventory
- Prioritize risks to mitigate
- Proactively improve security posture
Also announced at Dash:

Application Security Management
Native Protection
Q&A

Pierre Betouin
SVP, Product Management, Security

Prashant Prahlad
VP, Product Management, Cloud Security

Yuka Broderick
VP, Investor Relations & Strategic Finance
Thank you!

For questions or additional information, please email ir@datadoghq.com
Appendix - GAAP to Non-GAAP reconciliation

<table>
<thead>
<tr>
<th>($000's)</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>TTM (Jun-22)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$100,761</td>
<td>$198,077</td>
<td>$362,780</td>
<td>$603,466</td>
<td>$1,028,784</td>
<td>$1,365,854</td>
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<tr>
<td><strong>RESEARCH &amp; DEVELOPMENT</strong></td>
<td></td>
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<tr>
<td>GAAP R&amp;D expense</td>
<td>$24,734</td>
<td>$55,176</td>
<td>$111,425</td>
<td>$210,626</td>
<td>$419,769</td>
<td>$574,031</td>
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<tr>
<td>GAAP R&amp;D expense as a % of revenue</td>
<td>25 %</td>
<td>28 %</td>
<td>31 %</td>
<td>35 %</td>
<td>41 %</td>
<td>42 %</td>
</tr>
<tr>
<td>Less: Share-based compensation expense</td>
<td>1,160</td>
<td>1,641</td>
<td>7,972</td>
<td>38,008</td>
<td>101,942</td>
<td>162,239</td>
</tr>
<tr>
<td>Less: Employer payroll taxes on employee stock transactions</td>
<td>—</td>
<td>—</td>
<td>1,157</td>
<td>2,836</td>
<td>8,143</td>
<td>10,397</td>
</tr>
<tr>
<td>Add: Other Non-GAAP adj.^(1)</td>
<td>—</td>
<td>—</td>
<td>(2,344)</td>
<td>(2,729)</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Non-GAAP R&amp;D expense</td>
<td>$23,574</td>
<td>$53,535</td>
<td>$104,640</td>
<td>$172,511</td>
<td>$309,684</td>
<td>$401,395</td>
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</table>

^(1) Non-cash benefit related to the release of a non-income tax liability.