CLOUDFLARE, INC.
Supplemental Financial Information
For the third quarter ended September 30, 2026

Explanation of Non-GAAP Financial Measures

In addition to our results determined in accordance with generally accepted accounting principles in the United States (U.S. GAAP), we believe the following non-GAAP measures are useful in evaluating our operating performance. We use the following non-GAAP financial information to evaluate our ongoing operations and for internal planning and forecasting purposes. We believe that non-GAAP financial information, when taken collectively, may be helpful to investors because it provides consistency and comparability with past financial performance. However, non-GAAP financial information is presented for supplemental informational purposes only, has limitations as an analytical tool and should not be considered in isolation or as a substitute for financial information presented in accordance with U.S. GAAP. In particular, free cash flow is not a substitute for cash provided by operating activities. Additionally, the utility of free cash flow as a measure of our liquidity is further limited as it does not represent the total increase or decrease in our cash balance for a given period. In addition, other companies, including companies in our industry, may calculate similarly-titled non-GAAP measures differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of our non-GAAP financial measures as tools for comparison. A reconciliation is provided below for each non-GAAP financial measure to the most directly comparable financial measure stated in accordance with U.S. GAAP. Investors are encouraged to review the related U.S. GAAP financial measures and the reconciliation of these non-GAAP financial measures to their most directly comparable U.S. GAAP financial measures, and not to rely on any single financial measure to evaluate our business.

Items Excluded from Non-GAAP Measures. We exclude stock-based compensation expense, which is a non-cash expense, from certain of our non-GAAP financial measures because we believe that excluding this item provides meaningful supplemental information regarding operational performance. We exclude employer payroll tax expenses related to stock-based compensation, which is a cash expense, from certain of our non-GAAP financial measures because such expenses are dependent upon the price of our Class A common stock and other factors that are beyond our control and do not correlate to the operation of our business. We exclude amortization of acquired intangible assets, which is a non-cash expense, related to business combinations from certain of our non-GAAP financial measures because such expenses are related to business combinations and have no direct correlation to the operation of our business. We exclude acquisition-related and other expenses from certain of our non-GAAP financial measures because such expenses are related to business combinations and have no direct correlation to the operation of our business. Acquisition-related and other expenses can be cash or non-cash expenses, and include third-party transaction costs and compensation expense for key acquired personnel. We exclude lease impairment charges related to real estate leases, which is a non-cash expense, from certain of our non-GAAP financial measures because they are not indicative of our ongoing cost structure and core business performance. We exclude amortization of debt issuance costs, which is a non-cash expense, from certain of our non-GAAP financial measures because such expenses have no direct correlation to the operation of our business. We exclude legal reserve, settlements, and related professional fees associated with litigation matters that are outside the ordinary course of our business. These items, which can be cash or non-cash expenses, are excluded from certain of our non-GAAP financial measures because they are not indicative of our ongoing cost structure and core business performance. We exclude restructuring and other charges, which can be cash or non-cash expenses, from certain of our non-GAAP financial measures because they are not indicative of our ongoing cost structure and core business performance.

Non-GAAP Gross Profit and Non-GAAP Gross Margin. We define non-GAAP gross profit and non-GAAP gross margin as U.S. GAAP gross profit and U.S. GAAP gross margin, respectively, excluding stock-based compensation and related employer payroll taxes and amortization of acquired intangible assets.

Non-GAAP Income from Operations and Non-GAAP Operating Margin. We define non-GAAP income from operations and non-GAAP operating margin as U.S. GAAP loss from operations and U.S. GAAP operating margin, respectively, excluding stock-based compensation expense and its related employer payroll taxes, amortization of acquired intangible assets, acquisition-related and other expenses, lease impairment charges, legal reserve and settlements, and restructuring and other charges.

Non-GAAP Net Income and Non-GAAP Net Income per Share, Diluted. We define non-GAAP net income as GAAP net loss adjusted for stock-based compensation expense and its related employer payroll taxes, amortization of acquired intangible assets, acquisition-related and other expenses, amortization of issuance costs, lease impairment charges, legal reserve and settlements, restructuring and other charges, and a non-GAAP provision for (benefit from) income taxes. Generally, the difference between our GAAP and non-GAAP income tax expense (benefit) is primarily due to adjustments in stock-based compensation and related employer payroll taxes, amortization of acquired intangibles associated with business combinations, acquisition-related and other expenses, amortization of issuance costs, lease impairment charges, legal reserve and

settlements, and restructuring and other charges. We define non-GAAP net income per share, diluted, as non-GAAP net income divided by the weighted-average common shares outstanding, adjusted for dilutive potential shares that were assumed outstanding during period. Currently, potential dilutive effect mainly consists of employee equity incentive plans and convertible senior notes. We believe that excluding these items from non-GAAP net income per share, diluted, provides management and investors with greater visibility into the underlying performance of our core business operating results.

Free Cash Flow and Free Cash Flow Margin. Free cash flow is a non-GAAP financial measure that we calculate as net cash provided by operating activities less cash used for purchases of property and equipment and capitalized internal-use software. Free cash flow margin is calculated as free cash flow divided by revenue. We believe that free cash flow and free cash flow margin are useful indicators of liquidity that provide information to management and investors about the amount of cash generated from our operations that, after the investments in property and equipment and capitalized internal-use software, can be used for strategic initiatives, including investing in our business, and strengthening our financial position. We believe that historical and future trends in free cash flow and free cash flow margin, even if negative, provide useful information about the amount of cash generated by our operating activities that is available (or not available) to be used for strategic initiatives. For example, if free cash flow is negative, we may need to access cash reserves or other sources of capital to invest in strategic initiatives. One limitation of free cash flow and free cash flow margin is that they do not reflect our future contractual commitments. Additionally, free cash flow does not represent the total increase or decrease in our cash balance for a given period.

Key Business Metrics

In addition to our results determined in accordance with U.S. GAAP and the non-GAAP measures discussed above, we also review the key business metrics discussed below to assist us in evaluating our business, measuring performance, identifying trends, formulating business plans, and making strategic decisions. There are a number of limitations associated with the use of key business metrics as analytical tools, however, and we do not rely upon any single key business metric to evaluate our business. In addition, other companies, including companies in our industry, may calculate similarly-titled business metrics differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of these business metrics as tools for comparison to such companies.

Paying Customers. We believe our ability to grow the number of paying customers on our network provides a key indicator of growth of our business and our future business opportunities. We define a paying customer at the end of the quarter as a person or entity who has generated revenue and has an active contract with us or one of our partners during such quarter, excluding (i) customers that were not acquired through ordinary sales channels, (ii) customers using only our registrar product, and (iii) customers using our consumer applications, such as 1.1.1.1 DNS and 1.1.1.1 with WARP, which agreements and customers together represent an insignificant amount of our revenue. An entity is defined as a company, a government institution, a non-profit organization, or a distinct business unit of a large company. An active contract is defined as a customer relationship for which we have provided services during the quarter.

Paying Customers (> $100,000 Annualized Revenue). While we continue to grow customers across all sizes, over time, our large customers have contributed an increasing share of our revenue. We view the number of our paying customers with Annualized Revenue greater than $100,000 as indicative of our penetration within large enterprise accounts. To measure Annualized Revenue at the end of a quarter, we take the sum of revenue for each paying customer in the quarter and multiply that amount by four. For example, if we signed a new paying customer that generated $1,800 of revenue in a quarter, that customer would account for $7,200 of Annualized Revenue for that year. Our Annualized Revenue calculation excludes (i) agreements that were not entered into through ordinary sales channels, (ii) revenue generated from customers using only our registrar product, and (iii) customers using our consumer applications, such as 1.1.1.1 DNS and 1.1.1.1 with WARP, which agreements and customers together represent an insignificant amount of our revenue. Our Annualized Revenue metric also includes any usage charges by a customer during a period. As a result, Annualized Revenue may be higher than actual revenue over the course of the year.

Dollar-Based Net Retention Rate. Our ability to maintain long-term revenue growth and achieve profitability is dependent on our ability to retain and grow revenue generated from our existing paying customers. We believe that we will achieve these objectives by continuing to focus on customer loyalty and adding additional products and functionality to our network. Our dollar-based net retention rate is a key way we measure our performance in these areas. Dollar-based net retention rate measures our ability to retain and expand recurring revenue from existing customers. To calculate dollar-based net retention rate for a quarter, we compare the Annualized Revenue from paying customers four quarters prior to the Annualized Revenue from the same set of customers in the most recent quarter. Our dollar-based net retention rate includes expansion and is net of contraction and attrition, but excludes Annualized Revenue from new customers in the current period. Our dollar-based net retention rate excludes professional services and the benefit of free customers that upgrade to a paid subscription between the prior and current periods, even though this is an important source of incremental growth. We believe this provides a more meaningful representation of our ability to add incremental business from existing paying customers as they renew and expand their contracts.

CLOUDFLARE, INC.
Consolidated Statements of Operations – Quarterly
(unaudited, in thousands, except per share amounts)

	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026	Q3 2026
Revenue	$459,946	$479,087	$ 512,316	$562,027	$614,507	$639,755	$696,061	$ 782,513
Cost of revenue[1][2]	108,686	115,576	128,677	146,316	161,956	184,158	196,544	225,279
Gross profit	351,260	363,511	383,639	415,711	452,551	455,597	499,517	557,234
Operating expenses:								
Sales and marketing[1][2][3]	191,967	214,011	219,359	236,309	251,138	271,600	276,122	337,987
Research and development[1]	120,213	115,089	134,557	120,956	141,887	150,972	159,486	168,204
General and administrative[1][3][5][6]	73,799	87,658	96,987	95,906	108,760	95,019	118,912	107,951
Restructuring and other charges	—	—	—	—	—	—	150,693	11,018
Total operating expenses	385,979	416,758	450,903	453,171	501,785	517,591	705,213	625,160
Loss from operations	(34,719)	(53,247)	(67,264)	(37,460)	(49,234)	(61,994)	(205,696)	(67,926)
Non-operating income (expense):								
Interest income	21,988	21,399	25,406	42,529	41,885	40,166	39,932	45,363
Interest expense[4]	(1,445)	(1,443)	(1,524)	(2,912)	(2,887)	(2,563)	(3,089)	(3,545)
Other income (expense), net	3,333	(3,468)	(3,907)	(307)	(272)	2,990	913	(1,187)
Total non-operating income, net	23,876	16,488	19,975	39,310	38,726	40,593	37,756	40,631
Income (loss) before income taxes	(10,843)	(36,759)	(47,289)	1,850	(10,508)	(21,401)	(167,940)	(27,295)
Provision for income taxes	2,005	1,695	3,157	3,140	1,569	1,526	2,041	6,770
Net loss	$ (12,848)	$ (38,454)	$ (50,446)	$ (1,290)	$ (12,077)	$ (22,927)	$ (169,981)	$ (34,065)
Net loss per share attributable to common stockholders, basic and diluted	$ (0.04)	$ (0.11)	$ (0.15)	$ (0.00)	$ (0.03)	$ (0.07)	$ (0.48)	$ (0.10)
Weighted-average shares used in computing net loss per share attributable to common stockholders, basic and diluted	344,003	345,723	347,489	349,312	351,087	352,625	354,334	357,126

(1) Includes stock-based compensation and related employer payroll taxes as follows:

Cost of revenue	$ 2,821	$ 2,906	$ 3,693	$ 4,031	$ 3,975	$ 4,144	$ 4,311	$ 4,697
Sales and marketing	24,682	30,205	36,818	34,787	36,038	42,824	41,246	63,178
Research and development	45,391	38,269	50,956	38,450	46,947	49,501	55,435	66,474
General and administrative	25,528	34,515	40,526	42,431	45,391	30,988	39,601	39,754
Total stock-based compensation and related employer payroll taxes	$ 98,422	$105,895	$ 131,993	$ 119,699	$ 132,351	$ 127,457	$140,593	$ 174,103

(2) Includes amortization of acquired intangible assets as follows:

Cost of revenue	$ 2,720	$ 2,853	$ 3,329	$ 3,337	$ 3,653	$ 5,961	$ 5,050	$ 4,653
Sales and marketing	362	388	417	362	659	1,250	2,391	4,563
Total amortization of acquired intangible assets	$ 3,082	$ 3,241	$ 3,746	$ 3,699	$ 4,312	$ 7,211	$ 7,441	$ 9,216

(3) Includes acquisition-related and other expenses as follows:

Sales and marketing	$ —	$ —	$ —	$ —	$ —	$ —	$ 33	$ —
General and administrative	462	112	—	—	3,797	423	2,047	—
Total acquisition-related and other expenses	$ 462	$ 112	$ —	$ —	$ 3,797	$ 423	$ 2,080	$ —

(4) Includes amortization of debt issuance costs as follows:

Interest expense	$ 989	$ 990	$ 1,199	$ 2,441	$ 2,440	$ 2,426	$ 2,439	$ 2,930
Total amortization of debt issuance costs	$ 989	$ 990	$ 1,199	$ 2,441	$ 2,440	$ 2,426	$ 2,439	$ 2,930

(5) Includes lease impairment charges as follows:

General and administrative	$ —	$ —	$ 3,840	$ —	$ 1,257	$ —	$ —	$ 6
Total lease impairment charges	$ —	$ —	$ 3,840	$ —	$ 1,257	$ —	$ —	$ 6

(6) Includes legal reserve and settlements as follows:

General and administrative	$ —	$ —	$ —	$ —	$ (2,886)	$ —	$ 1,000	$ 10,667
Total legal reserve and settlements	$ —	$ —	$ —	$ —	$ (2,886)	$ —	$ 1,000	$ 10,667

CLOUDFLARE, INC.
Non-GAAP Consolidated Statements of Operations - Quarterly
(unaudited, in thousands, except per share amounts)

	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026	Q3 2026
Revenue	$459,946	$479,087	$ 512,316	$562,027	$614,507	$639,755	$696,061	$ 782,513
Cost of revenue[1][2]	103,145	109,817	121,655	138,948	154,328	174,053	187,183	215,929
Gross profit	356,801	369,270	390,661	423,079	460,179	465,702	508,878	566,584
Operating expenses:								
Sales and marketing[1][2][3]	166,923	183,418	182,124	201,160	214,441	227,526	232,452	270,246
Research and development[1]	74,822	76,820	83,601	82,506	94,940	101,471	104,051	101,730
General and administrative[1][3][5][6]	47,809	53,031	52,621	53,475	61,201	63,608	76,264	57,524
Total operating expenses[7]	289,554	313,269	318,346	337,141	370,582	392,605	412,767	429,500
Income from operations	67,247	56,001	72,315	85,938	89,597	73,097	96,111	137,084
Non-operating income (expense):								
Interest income	21,988	21,399	25,406	42,529	41,885	40,166	39,932	45,363
Interest expense[4]	(456)	(453)	(325)	(471)	(447)	(137)	(650)	(615)
Other income (expense), net	3,333	(3,468)	(3,907)	(307)	(272)	2,990	913	(1,187)
Total non-operating income, net	24,865	17,478	21,174	41,751	41,166	43,019	40,195	43,561
Income before income taxes	92,112	73,479	93,489	127,689	130,763	116,116	136,306	180,645
Provision for income taxes	23,305	15,064	18,432	25,062	23,980	22,100	28,526	36,949
Net income	$ 68,807	$ 58,415	$ 75,057	$102,627	$106,783	$ 94,016	$107,780	$ 143,696
Net income per share, basic	$ 0.20	$ 0.17	$ 0.22	$ 0.29	$ 0.30	$ 0.27	$ 0.30	$ 0.40
Weighted-average shares used in computing net income per share attributable to common stockholders, basic	344,003	345,723	347,489	349,312	351,087	352,625	354,334	357,126
Net income per share, diluted	$ 0.19	$ 0.16	$ 0.21	$ 0.27	$ 0.28	$ 0.25	$ 0.29	$ 0.38
Weighted-average shares used in computing net income per share attributable to common stockholders, diluted	359,255	362,340	365,264	375,098	375,478	375,402	373,683	376,461

(1) Excludes stock-based compensation and related employer payroll taxes. See GAAP to Non-GAAP reconciliations.
(2) Excludes amortization of acquired intangible assets. See GAAP to Non-GAAP reconciliations.
(3) Excludes acquisition-related and other expenses. See GAAP to Non-GAAP reconciliations.
(4) Excludes amortization of debt issuance costs. See GAAP to Non-GAAP reconciliations.
(5) Excludes lease impairment charges. See GAAP to Non-GAAP reconciliations.
(6) Excludes legal reserve and settlements. See GAAP to Non-GAAP reconciliations.
(7) Excludes restructuring and other charges. See GAAP to Non-GAAP reconciliations.

CLOUDFLARE, INC.
Consolidated Balance Sheets - Quarterly
(unaudited, in thousands, except par value)

	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026	Q3 2026
Assets								
Current assets:								
Cash and cash equivalents	$ 147,691	$ 204,459	$1,518,608	$1,052,644	$ 943,536	$ 932,226	$1,663,773	$1,969,500
Available-for-sale securities	1,708,228	1,710,415	2,441,112	2,990,864	3,157,715	3,231,652	2,499,025	3,159,193
Accounts receivable, net	316,753	286,319	307,507	351,890	382,488	379,586	422,945	478,334
Contract assets	16,568	15,988	21,275	22,645	23,531	24,162	27,187	30,206
Restricted cash short-term	4,273	4,373	4,373	4,373	9,364	10,955	12,163	12,160
Prepaid expenses and other current assets	75,484	402,737	112,956	114,349	128,203	137,075	153,282	193,969
Total current assets	2,268,997	2,624,291	4,405,831	4,536,765	4,644,837	4,715,656	4,778,375	5,843,362
Property and equipment, net	467,420	513,866	547,349	588,361	618,691	631,082	703,209	815,953
Goodwill	181,087	181,087	181,087	181,087	226,563	233,491	376,204	375,849
Acquired intangible assets, net	21,865	23,896	22,110	18,411	41,799	38,310	57,369	48,153
Operating lease right-of-use assets	168,379	178,091	185,355	222,148	237,646	244,167	247,675	253,358
Deferred contract acquisition costs, noncurrent	172,217	174,543	183,919	194,035	219,499	225,481	240,523	266,545
Restricted cash	2,250	2,250	2,475	2,475	1,457	1,232	—	—
Other noncurrent assets	18,947	23,235	34,235	43,113	45,764	74,558	70,772	93,580
Total assets	$3,301,162	$3,721,259	$5,562,361	$5,786,395	$6,036,256	$6,163,977	$6,474,127	$7,696,800
Liabilities and Stockholders' Equity								
Current liabilities:								
Accounts payable	$ 105,807	$ 93,781	$ 95,680	$ 85,878	$ 84,115	$ 58,843	$ 127,032	$ 221,697
Accrued expenses and other current liabilities	81,602	89,615	80,463	92,514	109,054	126,462	165,788	221,958
Accrued compensation	80,854	76,457	77,940	90,201	111,005	103,395	151,528	133,995
Operating lease liabilities	47,626	53,062	56,812	65,321	70,901	74,603	78,239	84,656
Deferred revenue	477,765	508,094	546,698	598,978	684,207	755,097	812,187	876,756
Current portion of convertible senior notes, net	—	—	—	1,290,291	1,291,281	1,292,271	1,293,260	—
Total current liabilities	793,654	821,009	857,593	2,223,183	2,350,563	2,410,671	2,628,034	1,539,062
Convertible senior notes, net	1,287,321	1,288,311	3,260,506	1,972,707	1,974,120	1,975,556	1,977,006	4,441,900
Operating lease liabilities, noncurrent	128,266	134,521	144,795	173,432	182,025	182,106	180,845	180,902
Deferred revenue, noncurrent	22,095	27,555	35,805	45,900	41,088	39,874	40,252	39,406
Other noncurrent liabilities	23,625	23,985	23,935	24,157	29,337	29,062	27,970	30,728
Total liabilities	2,254,961	2,295,381	4,322,634	4,439,379	4,577,133	4,637,269	4,854,107	6,231,998
Stockholders' Equity								
Class A common stock; $0.001 par value	307	309	312	314	317	319	322	324
Class B common stock; $0.001 par value	37	37	36	35	34	33	33	33
Additional paid-in capital	2,152,750	2,562,972	2,414,291	2,525,193	2,651,420	2,759,973	3,027,713	2,926,519
Accumulated deficit	(1,102,640)	(1,141,094)	(1,191,540)	(1,192,830)	(1,204,907)	(1,227,834)	(1,397,815)	(1,431,880)
Accumulated other comprehensive income (loss)	(4,253)	3,654	16,628	14,304	12,259	(5,783)	(10,233)	(30,194)
Total stockholders' equity	1,046,201	1,425,878	1,239,727	1,347,016	1,459,123	1,526,708	1,620,020	1,464,802
Total liabilities and stockholders' equity	$3,301,162	$3,721,259	$5,562,361	$5,786,395	$6,036,256	$6,163,977	$6,474,127	$7,696,800

CLOUDFLARE, INC.
Consolidated Statements of Cash Flows – Quarterly
(unaudited, in thousands)

	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026	Q3 2026
Cash Flows from Operating Activities								
Net loss	$ (12,848)	$(38,454)	$ (50,446)	$ (1,290)	$ (12,077)	$ (22,927)	$ (169,981)	$ (34,065)
Adjustments to reconcile net loss to cash provided by operating activities:								
Depreciation and amortization expense	36,246	42,207	45,481	49,468	52,586	57,814	65,356	67,375
Non-cash operating lease costs	13,852	14,657	15,215	17,310	19,245	20,266	21,430	22,362
Amortization of deferred contract acquisition costs	21,115	23,132	24,164	26,404	27,923	30,980	32,506	34,340
Stock-based compensation expense	94,492	95,535	122,377	109,917	123,625	114,241	159,872	167,629
Amortization of debt issuance costs	989	990	1,199	2,441	2,440	2,426	2,439	2,930
Net accretion of discounts and amortization of premiums on available-for-sale securities	(8,101)	(6,372)	(5,615)	(9,557)	(8,353)	(7,360)	(5,873)	(3,276)
Deferred income taxes	3,449	(156)	(324)	—	1,813	(800)	(6,213)	—
Provision for bad debt	2,681	3,274	4,541	4,963	2,211	1,501	3,656	3,141
Other	282	507	2,720	(153)	(3,112)	(4,483)	(2,331)	711
Changes in operating assets and liabilities, net of effect of asset acquisitions and business combinations:								
Accounts receivable, net	(66,507)	27,160	(25,729)	(49,346)	(32,680)	1,401	(47,015)	(58,530)
Contract assets	(3,110)	580	(5,287)	(1,370)	1,570	(631)	(3,025)	(3,019)
Deferred contract acquisition costs	(40,952)	(25,458)	(33,540)	(36,520)	(53,387)	(36,962)	(47,548)	(60,362)
Prepaid expenses and other current assets	(12,914)	(27,289)	(19,050)	(15,939)	(17,717)	(34,518)	(26,094)	(52,190)
Other noncurrent assets	1,549	5,118	(806)	130	2,350	6,393	749	(16,720)
Accounts payable	10,809	(842)	595	(4,082)	13,193	(17,298)	18,503	59,444
Accrued expenses and other current liabilities	2,269	12,219	(11,461)	16,852	(2,188)	9,506	39,193	58,230
Accrued compensation	15,057	(4,397)	1,483	12,261	17,328	(7,610)	48,133	(17,533)
Operating lease liabilities	(19,228)	(12,678)	(12,295)	(16,957)	(21,827)	(23,004)	(22,563)	(21,577)
Deferred revenue	88,075	35,789	46,854	62,375	78,797	69,676	57,468	63,723
Other noncurrent liabilities	103	262	(280)	216	(1,329)	(281)	(1,098)	2,752
Net cash provided by operating activities	**127,308**	**145,784**	**99,796**	**167,123**	**190,411**	**158,330**	**117,564**	**215,365**
Cash Flows from Investing Activities								
Purchases of property and equipment	(73,153)	(85,889)	(59,897)	(84,641)	(85,190)	(65,231)	(49,961)	(121,809)
Capitalized internal-use software	(6,401)	(7,028)	(6,619)	(7,511)	(5,777)	(9,025)	(11,219)	(11,476)
Asset acquisitions and business combinations, net of cash acquired	(22,976)	(4,856)	(1,606)	—	(44,422)	(9,134)	(65,964)	768
Purchases of available-for-sale securities	(384,826)	(403,672)	(1,127,103)	(1,055,794)	(950,516)	(769,117)	(14,816)	(1,327,727)
Maturities of available-for-sale securities	320,315	408,769	402,056	518,131	793,037	693,152	749,047	651,273
Other investing activities	9	238	144	297	1,149	549	1,087	2,417
Net cash provided by (used in) investing activities	**(167,032)**	**(92,438)**	**(793,025)**	**(629,518)**	**(291,719)**	**(158,806)**	**608,174**	**(806,554)**
Cash Flows from Financing Activities								
Proceeds from settlement of capped calls	—	—	309,616	—	—	—	—	15
Gross proceeds from issuance of convertible senior notes	—	—	2,000,000	—	—	—	—	2,500,000
Purchases of capped calls related to convertible senior notes	—	—	(283,400)	—	—	—	—	(259,500)
Cash paid for issuance costs on convertible senior notes	—	—	(27,873)	(1,116)	(15)	—	—	(36,616)
Repayments of convertible senior notes	—	—	—	—	—	—	—	(1,293,750)
Proceeds from the exercise of stock options	3,874	11,229	6,713	11,513	3,668	5,703	4,112	5,950
Proceeds from the issuance of common stock for employee stock purchase plan	9,341	—	13,057	—	12,378	—	16,075	—
Payment of tax withholding obligation on RSU and PSU settlement	(4,183)	(7,707)	(10,510)	(13,966)	(16,071)	(15,071)	(14,402)	(19,172)
Payment of indemnity holdback	(1,000)	—	—	—	(3,787)	(100)	—	—
Other	—	—	—	—	—	—	—	(14)
Net cash provided by (used in) financing activities	**8,032**	**3,522**	**2,007,603**	**(3,569)**	**(3,827)**	**(9,468)**	**5,785**	**896,913**
Net increase (decrease) in cash, cash equivalents, and restricted cash	(31,692)	56,868	1,314,374	(465,964)	(105,135)	(9,944)	731,523	305,724
Cash, cash equivalents, and restricted cash, beginning of period	185,906	154,214	211,082	1,525,456	1,059,492	954,357	944,413	1,675,936
Cash, cash equivalents, and restricted cash, end of period	**$154,214**	**$211,082**	**$1,525,456**	**$1,059,492**	**$ 954,357**	**$ 944,413**	**$1,675,936**	**$1,981,660**

CLOUDFLARE, INC.
GAAP to Non-GAAP Reconciliations – Quarterly
(unaudited, in thousands, except per share amounts)

	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026	Q3 2026
Reconciliation of cost of revenue:								
GAAP cost of revenue	$108,686	$115,576	$128,677	$146,316	$161,956	$184,158	$ 196,544	$ 225,279
Less: Stock-based compensation and related employer payroll taxes	(2,821)	(2,906)	(3,693)	(4,031)	(3,975)	(4,144)	(4,311)	(4,697)
Less: Amortization of acquired intangible assets	(2,720)	(2,853)	(3,329)	(3,337)	(3,653)	(5,961)	(5,050)	(4,653)
Non-GAAP cost of revenue	$103,145	$109,817	$121,655	$138,948	$154,328	$174,053	$ 187,183	$ 215,929
Reconciliation of gross profit:								
GAAP gross profit	$351,260	$363,511	$383,639	$ 415,711	$452,551	$455,597	$ 499,517	$ 557,234
Add: Stock-based compensation and related employer payroll taxes	2,821	2,906	3,693	4,031	3,975	4,144	4,311	4,697
Add: Amortization of acquired intangible assets	2,720	2,853	3,329	3,337	3,653	5,961	5,050	4,653
Non-GAAP gross profit	$356,801	$369,270	$390,661	$423,079	$460,179	$465,702	$ 508,878	$ 566,584
GAAP gross margin	76.4%	75.9%	74.9%	74.0%	73.6%	71.2%	71.8%	71.2%
Non-GAAP gross margin	77.6%	77.1%	76.3%	75.3%	74.9%	72.8%	73.1%	72.4%
Reconciliation of operating expenses:								
GAAP sales and marketing	$191,967	$ 214,011	$219,359	$236,309	$251,138	$271,600	$ 276,122	$ 337,987
Less: Stock-based compensation and related employer payroll taxes	(24,682)	(30,205)	(36,818)	(34,787)	(36,038)	(42,824)	(41,246)	(63,178)
Less: Amortization of acquired intangible assets	(362)	(388)	(417)	(362)	(659)	(1,250)	(2,391)	(4,563)
Less: Acquisition-related and other expenses	—	—	—	—	—	—	(33)	—
Non-GAAP sales and marketing	$166,923	$183,418	$182,124	$201,160	$214,441	$227,526	$ 232,452	$ 270,246
GAAP research and development	$120,213	$115,089	$134,557	$120,956	$141,887	$150,972	$ 159,486	$ 168,204
Less: Stock-based compensation and related employer payroll taxes	(45,391)	(38,269)	(50,956)	(38,450)	(46,947)	(49,501)	(55,435)	(66,474)
Non-GAAP research and development	$ 74,822	$ 76,820	$ 83,601	$ 82,506	$ 94,940	$ 101,471	$ 104,051	$ 101,730
GAAP general and administrative	$ 73,799	$ 87,658	$ 96,987	$ 95,906	$108,760	$ 95,019	$ 118,912	$ 107,951
Less: Stock-based compensation and related employer payroll taxes	(25,528)	(34,515)	(40,526)	(42,431)	(45,391)	(30,988)	(39,601)	(39,754)
Less: Acquisition-related and other expenses	(462)	(112)	—	—	(3,797)	(423)	(2,047)	—
Less: Lease impairment charges	—	—	(3,840)	—	(1,257)	—	—	(6)
Less: Legal reserve and settlements	—	—	—	—	2,886	—	(1,000)	(10,667)
Non-GAAP general and administrative	$ 47,809	$ 53,031	$ 52,621	$ 53,475	$ 61,201	$ 63,608	$ 76,264	$ 57,524
GAAP restructuring and other charges	$ —	$ —	$ —	$ —	$ —	$ —	$ 150,693	$ 11,018
Less: Restructuring and other charges	—	—	—	—	—	—	(150,693)	(11,018)
Non-GAAP restructuring and other charges	$ —	$ —	$ —	$ —	$ —	$ —	$ —	$ —
Reconciliation of income (loss) from operations:								
GAAP loss from operations	$ (34,719)	$(53,247)	$(67,264)	$(37,460)	$(49,234)	$ (61,994)	$(205,696)	$ (67,926)
Add: Stock-based compensation and related employer payroll taxes	98,422	105,895	131,993	119,699	132,351	127,457	140,593	174,103
Add: Amortization of acquired intangible assets	3,082	3,241	3,746	3,699	4,312	7,211	7,441	9,216
Add: Acquisition-related and other expenses	462	112	—	—	3,797	423	2,080	—
Add: Lease impairment charges	—	—	3,840	—	1,257	—	—	6
Add: Legal reserve and settlements	—	—	—	—	(2,886)	—	1,000	10,667
Add: Restructuring and other charges	—	—	—	—	—	—	150,693	11,018
Non-GAAP income from operations	$67,247	$56,001	$72,315	$85,938	$89,597	$73,097	$96,111	$137,084
GAAP operating margin	(7.5)%	(11.1)%	(13.1)%	(6.7)%	(8.0)%	(9.7)%	(29.6)%	(8.7)%
Non-GAAP operating margin	14.6%	11.7%	14.1%	15.3%	14.6%	11.4%	13.8%	17.5%

CLOUDFLARE, INC.
GAAP to Non-GAAP Reconciliations – Quarterly
(unaudited, in thousands, except per share amounts)

	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026	Q3 2026
Reconciliation of interest expense:								
GAAP interest expense	$ (1,445)	$ (1,443)	$ (1,524)	$ (2,912)	$ (2,887)	$ (2,563)	$ (3,089)	$ (3,545)
Add: Amortization of debt issuance costs	989	990	1,199	2,441	2,440	2,426	2,439	2,930
Non-GAAP interest expense	$ (456)	$ (453)	$ (325)	$ (471)	$ (447)	$ (137)	$ (650)	$ (615)
Reconciliation of provision for income taxes:								
GAAP provision for income taxes	$ 2,005	$ 1,695	$ 3,157	$ 3,140	$ 1,569	$ 1,526	$ 2,041	$ 6,770
Income tax effect of non-GAAP adjustments	21,300	13,369	15,275	21,922	22,411	20,574	26,485	30,179
Non-GAAP provision for income taxes	$ 23,305	$ 15,064	$ 18,432	$ 25,062	$ 23,980	$ 22,100	$ 28,526	$ 36,949
Reconciliation of net income (loss) and net income (loss) per share:								
GAAP net loss attributable to common stockholders	$ (12,848)	$(38,454)	$(50,446)	$ (1,290)	$ (12,077)	$(22,927)	$(169,981)	$ (34,065)
Add: Stock-based compensation and related employer payroll taxes	98,422	105,895	131,993	119,699	132,351	127,457	140,593	174,103
Add: Amortization of acquired intangible assets	3,082	3,241	3,746	3,699	4,312	7,211	7,441	9,216
Add: Acquisition-related and other expenses	462	112	—	—	3,797	423	2,080	—
Add: Amortization of debt issuance costs	989	990	1,199	2,441	2,440	2,426	2,439	2,930
Add: Lease impairment charges	—	—	3,840	—	1,257	—	—	6
Add: Legal reserve and settlements	—	—	—	—	(2,886)	—	1,000	10,667
Add: Restructuring and other charges	—	—	—	—	—	—	150,693	11,018
Income tax effect of non-GAAP adjustments	(21,300)	(13,369)	(15,275)	(21,922)	(22,411)	(20,574)	(26,485)	(30,179)
Non-GAAP net income	$ 68,807	$ 58,415	$ 75,057	$102,627	$106,783	$ 94,016	$ 107,780	$ 143,696
GAAP net loss per share, basic	$ (0.04)	$ (0.11)	$ (0.15)	$ (0.00)	$ (0.03)	$ (0.07)	$ (0.48)	$ (0.10)
GAAP net loss per share, diluted	$ (0.04)	$ (0.11)	$ (0.15)	$ (0.00)	$ (0.03)	$ (0.07)	$ (0.48)	$ (0.10)
Add: Stock-based compensation and related employer payroll taxes	0.29	0.31	0.38	0.34	0.38	0.36	0.40	0.49
Add: Amortization of acquired intangible assets	0.01	0.01	0.01	0.01	0.01	0.02	0.02	0.03
Add: Acquisition-related and other expenses	—	—	—	—	0.01	—	0.01	—
Add: Amortization of debt issuance costs	—	—	—	0.01	0.01	0.01	0.01	0.01
Add: Lease impairment charges	—	—	0.01	—	—	—	—	—
Add: Legal reserve and settlements	—	—	—	—	(0.01)	—	—	0.03
Add: Restructuring and other charges	—	—	—	—	—	—	0.43	0.03
Income tax effect of non-GAAP adjustments	(0.06)	(0.04)	(0.04)	(0.06)	(0.06)	(0.06)	(0.07)	(0.08)
Effect of dilutive shares	(0.01)	(0.01)	—	(0.03)	(0.03)	(0.01)	(0.03)	(0.03)
Non-GAAP net income per share, diluted[1]	$ 0.19	$ 0.16	$ 0.21	$ 0.27	$ 0.28	$ 0.25	$ 0.29	$ 0.38
Weighted-average shares used in computing net loss per share attributable to common stockholders, basic	344,003	345,723	347,489	349,312	351,087	352,625	354,334	357,126
Weighted-average shares used in computing non-GAAP net income per share attributable to common stockholders, diluted	359,255	362,340	365,264	375,098	375,478	375,402	373,683	376,461

(1) Totals may not sum due to rounding. Figures are calculated based upon the respective underlying non-rounded data.

CLOUDFLARE, INC.
Calculations of Key and Other Selected Metrics – Quarterly
(unaudited, in thousands, except percentages, customer / headcount data, and remaining performance obligations)

	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026	Q3 2026
Free Cash Flow								
Net cash provided by operating activities	$ 127,308	$ 145,784	$ 99,796	$ 167,123	$ 190,411	$ 158,330	$ 117,564	$ 215,365
Less: Purchases of property and equipment	(73,153)	(85,889)	(59,897)	(84,641)	(85,190)	(65,231)	(49,961)	(121,809)
Less: Capitalized internal-use software	(6,401)	(7,028)	(6,619)	(7,511)	(5,777)	(9,025)	(11,219)	(11,476)
Free cash flow	$ 47,754	$ 52,867	$ 33,280	$ 74,971	$ 99,444	$ 84,074	$ 56,384	$ 82,080
Net cash provided by (used in) investing activities	$ (167,032)	$ (92,438)	$ (793,025)	$ (629,518)	$ (291,719)	$ (158,806)	$ 608,174	$ (806,554)
Net cash provided by (used in) financing activities	$ 8,032	$ 3,522	$2,007,603	$ (3,569)	$ (3,827)	$ (9,468)	$ 5,785	$ 896,913
Net cash provided by operating activities (percentage of revenue)	28%	30%	19%	30%	31%	25%	17%	28%
Less: Purchases of property and equipment (percentage of revenue)	(16)%	(18)%	(12)%	(15)%	(14)%	(10)%	(7)%	(16)%
Less: Capitalized internal-use software (percentage of revenue)	(2)%	(1)%	(1)%	(2)%	(1)%	(2)%	(2)%	(2)%
Free cash flow margin	10%	11%	6%	13%	16%	13%	8%	10%
Key Business Metrics								
Paying Customers (> $100,000 Annualized Revenue)	3,497	3,527	3,712	4,009	4,298	4,416	4,698	5,006
y-y growth	27%	23%	22%	23%	23%	25%	27%	25%
% of revenue	69%	69%	71%	73%	73%	72%	73%	75%
Dollar-Based Net Retention Rate	111%	111%	114%	119%	120%	118%	120%	122%
Remaining Performance Obligations (RPO) (in millions)	$ 1,686.5	$ 1,864.2	$ 1,976.7	$ 2,143.1	$ 2,495.8	$ 2,543.5	$ 2,732.0	$ 2,876.8
Current RPO as a percentage of total RPO	70%	66%	66%	64%	63%	64%	64%	65%
Headcount								
Total Headcount	4,263	4,400	4,616	4,838	5,156	5,483	4,700	4,707
Revenue by Region								
US	$ 231,074	$ 234,887	$ 251,894	$ 282,604	$ 303,611	$ 315,830	$ 354,447	$ 407,912
EMEA	128,345	133,853	143,438	153,298	168,035	175,678	187,039	202,235
APAC	64,354	73,395	75,144	84,667	96,554	98,648	99,444	111,655
Other	36,173	36,952	41,840	41,458	46,307	49,599	55,131	60,711
Total	$ 459,946	$ 479,087	$ 512,316	$ 562,027	$ 614,507	$ 639,755	$ 696,061	$ 782,513
Revenue by Type of Customer								
Channel partners	$ 101,392	$ 112,555	$ 130,415	$ 149,859	$ 176,038	$ 192,960	$ 217,653	$ 247,442
Direct customers	358,554	366,532	381,901	412,168	438,469	446,795	478,408	535,071
Total	$ 459,946	$ 479,087	$ 512,316	$ 562,027	$ 614,507	$ 639,755	$ 696,061	$ 782,513