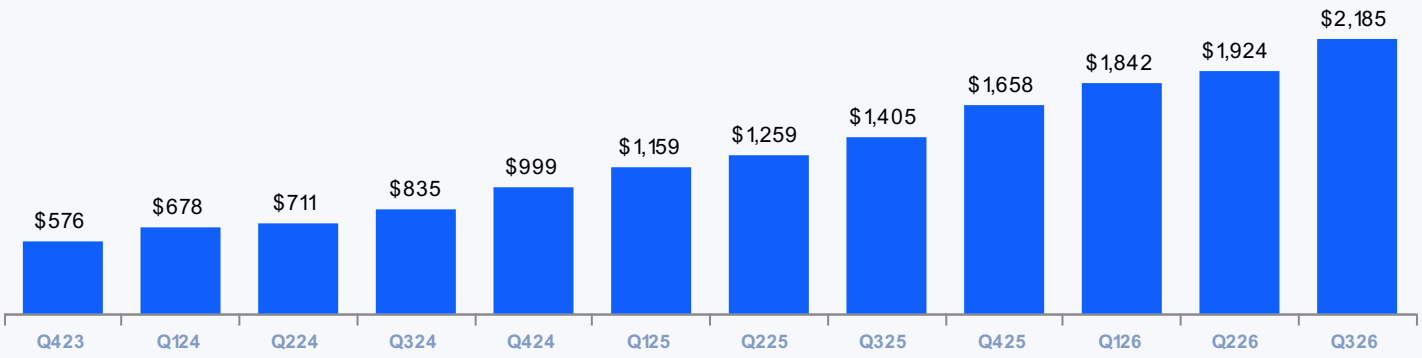
AppLovin

Q3 2026

Financial Update

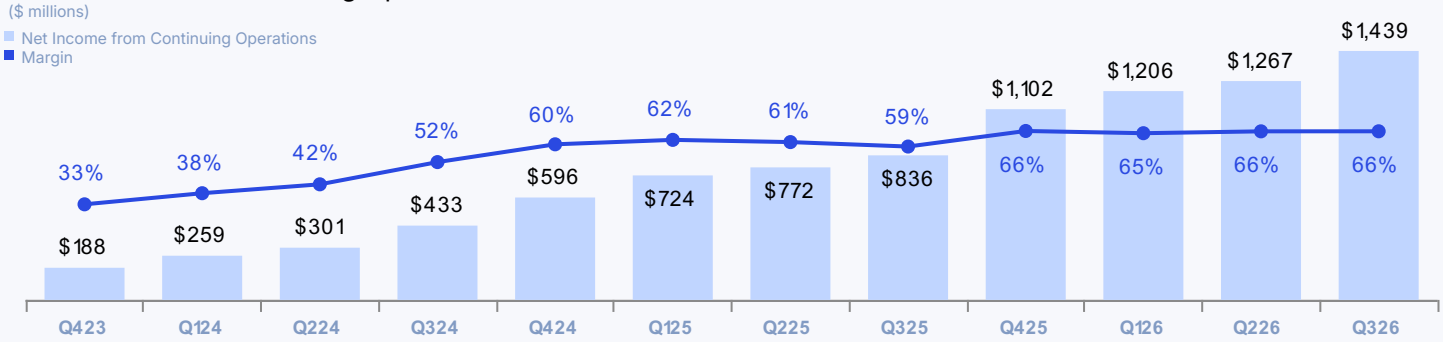
3Q26
Financial Overview

Revenue
($ millions)



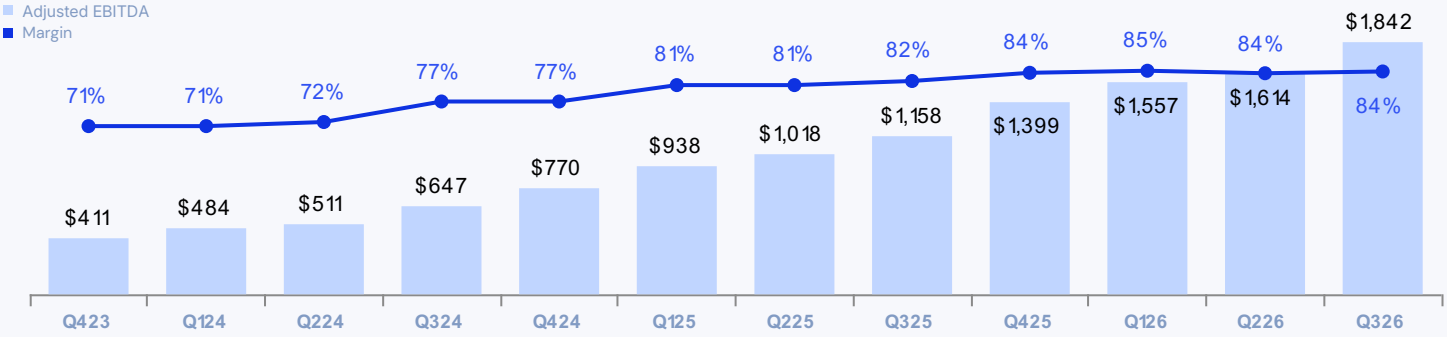
3Q26: $2.18 billion (+55% Y/Y)

Net Income from Continuing Operations
($ millions)



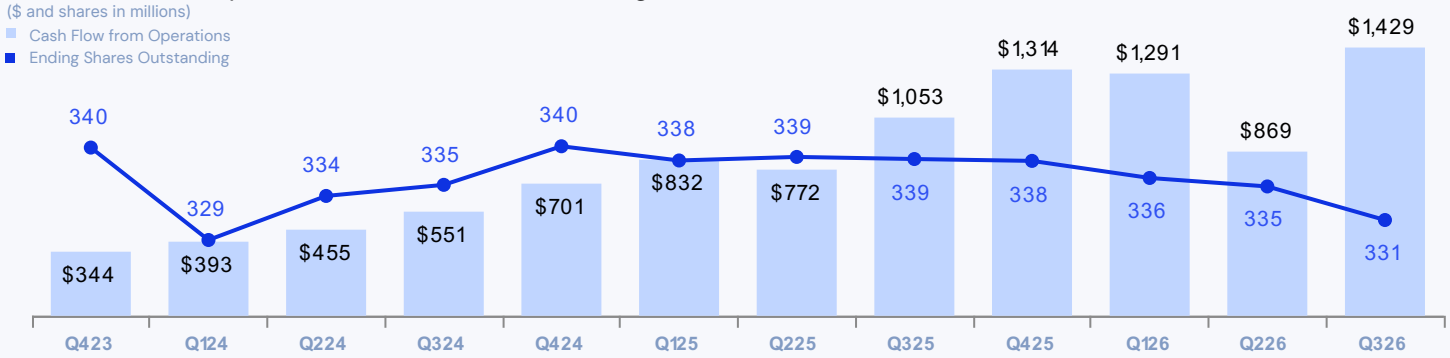
3Q26: $1.44 billion (+72% Y/Y), a net margin of 66%

Adjusted EBITDA
($ millions)



3Q26: $1.84 billion (+59% Y/Y), an 84% margin

Cash Flow from Operations and Shares Outstanding
($ and shares in millions)



Adjusted EBITDA and Adjusted EBITDA margin are non-GAAP measures. Please see "Non-GAAP Financial Measures" and the reconciliation from GAAP to non-GAAP measures later in this update.

Non-GAAP Financial Measures

To supplement our financial information presented in accordance with generally accepted accounting principles in the United States ("GAAP"), this financial update includes certain financial measures that are not prepared in accordance with GAAP, including Adjusted EBITDA and Adjusted EBITDA margin. A reconciliation of each such non-GAAP financial measure to the most directly comparable GAAP measure can be found below.

We define Adjusted EBITDA for a particular period as net income, adjusted for loss (income) from discontinued operations, net of income taxes, interest expense, other (income) expense, net (excluding certain recurring items), provision for (benefit from) income taxes, amortization, depreciation and write-offs and as further adjusted for non-operating foreign exchange (gain) loss, stock-based compensation, transaction-related expense and other, restructuring costs (benefits), as we believe these items are not reflective of our core operating performance. We define Adjusted EBITDA margin as Adjusted EBITDA divided by revenue for the same period.

We believe that the presentation of these non-GAAP financial measures provides useful information to investors regarding our results of operations and operating performance, as they are similar to measures reported by our public competitors and are regularly used by securities analysts, institutional investors, and other interested parties in analyzing operating performance and prospects.

Adjusted EBITDA and Adjusted EBITDA margin are key measures we use to assess our financial performance and are also used for internal planning and forecasting purposes. We believe Adjusted EBITDA and Adjusted EBITDA margin are helpful to investors, analysts, and other interested parties because they can assist in providing a more consistent and comparable overview of our operations across our historical financial periods. We use Adjusted EBITDA and Adjusted EBITDA margin in conjunction with GAAP measures as part of our overall assessment of our performance, including the preparation of our annual operating budget and quarterly forecasts, to evaluate the effectiveness of our business strategies, and to communicate with our board of directors concerning our financial performance.

These measures have certain limitations in that they do not include the impact of certain expenses that are reflected in our consolidated statement of operations that are necessary to run our business. Our definitions may differ from the definitions used by other companies and therefore comparability may be limited. In addition, other companies may not publish these or similar metrics. Thus, our non-GAAP financial measures should be considered in addition to, not as substitutes for, or in isolation from, measures prepared in accordance with GAAP.

AppLovin Corporation
Consolidated Balance Sheets
(In thousands, except per share data)
(Unaudited)

	September 30, 2026	December 31, 2025
Assets		
Current assets:		
Cash and cash equivalents	$ 3,173,731	$ 2,487,096
Accounts receivable, net	2,388,782	1,819,366
Prepaid expenses and other current assets	141,842	124,330
Total current assets	5,704,355	4,430,792
Property and equipment, net	113,342	122,445
Goodwill	1,516,423	1,539,986
Intangible assets, net	336,185	396,714
Equity method investments	298,333	287,666
Other non-current assets	614,111	482,007
Total assets	$ 8,582,749	$ 7,259,610
Liabilities and Stockholders' Equity		
Current liabilities:		
Accounts payable	$ 838,172	$ 746,977
Accrued and other current liabilities	661,182	586,811
Total current liabilities	1,499,354	1,333,788
Long-term debt	3,516,136	3,512,987
Other non-current liabilities	268,557	278,164
Total liabilities	5,284,047	5,124,939
Stockholders' equity:		
Preferred Stock, $0.00003 par value—100,000 shares authorized, no shares issued and outstanding as of September 30, 2026 and December 31, 2025	—	—
Class A, Class B, and Class C Common Stock, $0.00003 par value—1,850,000 (Class A 1,500,000, Class B 200,000, Class C 150,000) shares authorized, 331,322 (Class A 301,258, Class B 30,064, Class C nil) and 338,313 (Class A 307,955, Class B 30,358, Class C nil) shares issued and outstanding as of September 30, 2026 and December 31, 2025, respectively	11	11
Additional paid-in capital	649,790	446,550
Accumulated other comprehensive loss	(76,530)	(46,987)
Retained earnings	2,725,431	1,735,097
Total stockholders' equity	3,298,702	2,134,671
Total liabilities and stockholders' equity	$ 8,582,749	$ 7,259,610

AppLovin Corporation
Consolidated Statements of Operations
(In thousands, except per share data)
(Unaudited)

	Quarter Ended September 30,		Nine Months Ended September 30,	
	2026	2025	2026	2025
Revenue	$ 2,184,815	$ 1,405,045	$ 5,950,950	$ 3,822,773
Costs and expenses:				
Cost of revenue	240,765	174,855	670,198	481,611
Sales and marketing	68,803	48,575	192,948	154,875
Research and development	101,817	43,852	295,822	144,290
General and administrative	64,462	58,756	148,804	165,326
Total costs and expenses	475,847	326,038	1,307,772	946,102
Income from operations	1,708,968	1,079,007	4,643,178	2,876,671
Other income (expense):				
Interest expense	(51,066)	(51,429)	(153,381)	(155,726)
Other income (expense), net	86,032	(6,632)	191,071	(21,389)
Total other income (expense), net	34,966	(58,061)	37,690	(177,115)
Income before income taxes	1,743,934	1,020,946	4,680,868	2,699,556
Provision for income taxes	305,032	185,401	769,815	368,617
Net income from continuing operations	1,438,902	835,545	3,911,053	2,330,939
Loss from discontinued operations, net of income taxes	—	—	—	(99,444)
Net income	$ 1,438,902	$ 835,545	$ 3,911,053	$ 2,231,495
Net income (loss) per share attributed to Class A and Class B common stockholders - Basic:				
Continuing operations	$ 4.31	$ 2.47	$ 11.65	$ 6.87
Discontinued operations	—	—	—	(0.29)
Basic net income per share	$ 4.31	$ 2.47	$ 11.65	$ 6.58
Net income (loss) per share attributed to Class A and Class B common stockholders - Diluted:				
Continuing operations	$ 4.30	$ 2.45	$ 11.61	$ 6.80
Discontinued operations	—	—	—	(0.29)
Diluted net income per share	$ 4.30	$ 2.45	$ 11.61	$ 6.51
Weighted-average common shares used to compute net income (loss) per share attributable to Class A and Class B common stockholders:				
Basic	333,628	338,531	335,595	338,990
Diluted	334,769	340,974	336,829	342,668

AppLovin Corporation
Consolidated Statements of Cash Flows
(In thousands)
(Unaudited)

	Nine Months Ended September 30,	
	2026	2025
Operating Activities		
Net income	$ 3,911,053	$ 2,231,495
Adjustments to reconcile net income to net cash provided by operating activities:		
Amortization, depreciation and write-offs	100,418	162,042
Goodwill impairment	—	188,943
Stock-based compensation, excluding cash-settled awards	253,138	130,167
Gain on divestiture, net of transaction costs	—	(106,229)
Other	(91,330)	80,887
Changes in operating assets and liabilities:		
Accounts receivable	(571,015)	(326,747)
Prepaid expenses and other assets	2,671	84,474
Accounts payable	88,410	2,069
Accrued and other liabilities	(104,070)	210,259
Net cash provided by operating activities	3,589,275	2,657,360
Investing Activities		
Proceeds from divestiture, net of cash divested	—	407,297
Purchase of non-marketable equity securities	—	(20,178)
Other investing activities	(25,375)	(27,863)
Net cash provided by (used in) investing activities	(25,375)	359,256
Financing Activities		
Repurchases of common stock	(2,811,222)	(1,774,329)
Payment of withholding taxes related to net share settlement	(55,818)	(316,882)
Principal repayments of debt	—	(200,000)
Payments of licensed asset obligation	—	(13,532)
Proceeds from issuance of debt	—	200,000
Other financing activities	(5,913)	4,889
Net cash used in financing activities	(2,872,953)	(2,099,854)
Effect of foreign exchange rate on cash and cash equivalents	(4,312)	8,726
Net increase in cash and cash equivalents, including cash from discontinued operations	686,635	925,488
Less: net decrease in cash from discontinued operations	—	(44,381)
Net increase in cash and cash equivalents	686,635	969,869
Cash and cash equivalents at beginning of the period	2,487,096	697,030
Cash and cash equivalents at end of the period	$ 3,173,731	$ 1,666,899
Supplemental disclosure of cash flow information:		
Cash paid for interest	$ 100,834	$ 101,023
Cash paid for income taxes, net of refunds	$ 926,151	$ 167,291

AppLovin Corporation

Reconciliation of Net Income to Adjusted EBITDA

(In thousands, except percentages)

The following table provides our Adjusted EBITDA and Adjusted EBITDA Margin and a reconciliation of Net Income to Adjusted EBITDA for the periods presented:

	Quarter Ended											
	4Q23	1Q24	2Q24	3Q24	4Q24	1Q25	2Q25	3Q25	4Q25	1Q26	2Q26	3Q26
Revenue	$ 576,489	$ 678,370	$ 711,015	$ 835,186	$ 999,487	$ 1,158,974	$ 1,258,754	$ 1,405,045	$ 1,657,944	$ 1,842,449	$ 1,923,686	$ 2,184,815
Net income	172,233	236,183	309,969	434,420	599,204	576,419	819,531	835,545	1,102,256	1,205,613	1,266,538	1,438,902
Net margin	30%	35%	44%	52%	60%	50%	65%	59%	66%	65%	66%	66%
Loss (income) from discontinued operations, net of income taxes	16,229	23,174	(8,987)	(1,347)	(3,092)	147,119	(47,675)	—	—	—	—	—
Net income from continuing operations	188,462	259,357	300,982	433,073	596,112	723,538	771,856	835,545	1,102,256	1,205,613	1,266,538	1,438,902
Net margin from continuing operations	33%	38%	42%	52%	60%	62%	61%	59%	66%	65%	66%	66%
Adjusted as follows:												
Interest expense	71,042	73,925	74,418	74,937	93,929	52,888	51,409	51,429	51,290	51,159	51,156	51,066
Other (income) expense, net	19,398	(3,014)	(8,763)	(3,778)	(7,841)	(8,644)	12,798	9,079	(28,927)	(41,360)	(59,863)	(84,501)
Provision for (benefit from) income taxes	19,860	32,253	16,894	34,656	(61,384)	71,068	112,148	185,401	151,098	225,795	238,988	305,032
Amortization, depreciation and write-offs	31,323	30,917	31,242	32,369	34,263	31,946	31,064	34,978	32,736	33,665	32,563	34,190
Non-operating foreign exchange (gain) loss	(1,408)	999	412	(2,479)	2,710	(320)	(1,210)	(570)	(1,849)	(1,266)	(2,364)	(2,055)
Stock-based compensation	81,933	88,944	93,559	77,402	97,526	59,115	34,552	33,767	80,524	83,469	85,783	84,165
Transaction-related expense and other[1]	52	369	485	26	5	4,583	5,097	6,565	11,334	(49)	59	15,477
Restructuring costs (benefits)[1]	—	—	1,936	811	14,512	3,598	633	1,460	217	(107)	963	(46)
Total adjustments	222,200	224,393	210,183	213,944	173,720	214,234	246,491	322,109	296,423	351,306	347,285	403,328
Adjusted EBITDA	$ 410,662	$ 483,750	$ 511,165	$ 647,017	$ 769,832	$ 937,772	$ 1,018,347	$ 1,157,654	$ 1,398,679	$ 1,556,919	$ 1,613,823	$ 1,842,230
Adjusted EBITDA margin	71%	71%	72%	77%	77%	81%	81%	82%	84%	85%	84%	84%

[1] Negative amount reflects a reversal of amounts expensed in prior periods

