

Shareholder Letter Q1 2026

fiverr.

To Our Shareholders,

We delivered solid execution in Q1, with both revenue and Adjusted EBITDA exceeding the midpoint of our guidance. As we outlined last quarter, we have a clear strategy, strong conviction in our long-term growth opportunity, and a multi-year plan to invest in an AI-led transformation of the business. While we are still in the early stages of that work, we are already seeing encouraging signals of progress across the following four strategic pillars of our plan.

First, we are bringing greater focus to **strengthening the high-end talent flywheel** and **expanding complex project activity** on the platform. Projects with transaction values above \$1,000 continued to grow at a double-digit rate y/y. Clients completing \$1,000+ projects on Fiverr grew by 18% y/y, with an expanding talent base serving these engagements. Underlying this flywheel is our ability to capture and match complex demand by leveraging AI to interpret unstructured requirements, connect them with the right expertise, and continuously improve accuracy by learning from project outcomes across the platform.

Second, we are working to **establish trust and quality as core primitives for the Fiverr experience**. A major part of that effort is upgrading our matching infrastructure to support complex scopes of work, while optimizing for successful project outcomes rather than simple revenue conversion. Early tests within Fiverr Pro, have shown improvements to matching, driving nearly 10% reduction in mismatch rates.

Third, we are evolving Fiverr into a **more comprehensive work platform**. We have made substantial progress on an end-to-end fulfillment layer that improves visibility of project status for all parties. It is a critical step toward **positioning Fiverr as an active orchestrator in the delivery process**, and creates tools to extract and monitor scope, progress, and quality throughout the project delivery journey. We believe this foundational work is critical in enabling Fiverr's human talent network to integrate seamlessly into agentic human-in-the-loop workflows, with intelligent task orchestration and quality assurance capabilities.

Fourth, we are **strengthening our go-to-market engines for complex projects**. In 2026, we are focused on three areas: channel expansion to drive targeting of high-performing talent to increase their job flow; an industry-led client acquisition strategy built around tailored experiences and a conversion playbook; and partner-led distribution pilots to unlock high-quality demand beyond the core marketplace.

In parallel, we are leveraging AI across our go-to-market efforts, including generative engine optimization and social listening, to better identify high-intent demand and drive more targeted acquisition. Together, these efforts are designed to expand our growth engines and bring more high-quality demand for complex projects into the platform.

Finally, **we remain committed to funding this transformation with discipline.** Our core marketplace remains highly profitable and generates healthy cash flow.

The talent market remains large, fragmented, and fundamentally underserved, for both clients seeking the right talent and talent seeking the right opportunities. AI is increasing the urgency of solving these challenges. We believe Fiverr has a strong right to win by building a differentiated solution anchored in our unique business model, rich data assets, and proprietary technology infrastructure. We're excited by the roadmap ahead, and our entire team remains laser-focused on executing through this transformation.

Financial Performance and Outlook

Q1'26 Results

(in millions)	Actual	Guidance
Revenue	\$105.5	\$100.0 - \$108.0
<i>y/y growth</i>	<i>(1.6%)</i>	<i>(6.7%) - 0.8%</i>
Adjusted EBITDA (1)	\$22.6	\$19.0 - \$23.0
<i>Adjusted EBITDA Margin (1)</i>	<i>21.4%</i>	

(1) See "Key Performance Metrics and Non-GAAP Financial Measures" for additional information regarding key performance metrics and non-GAAP metrics used in this shareholder letter

In the first quarter of 2026, total revenue was \$105.5 million, representing a y/y decline of 1.6%. Revenue came in slightly above expectations, driven by strong performance in Services Revenue and solid execution in Marketplace revenue. Adjusted EBITDA was \$22.6 million, up 16.3% y/y, representing a 21.4% Adjusted EBITDA margin.

Marketplace revenue was \$67.1 million, supported by 2.9 million annual active buyers¹, \$356 in annual spend per buyer¹, and a stable marketplace take rate¹ of 27.7%.

As we continue to shift the business upmarket, performance is increasingly driven by wallet expansion and higher-value engagement. Spend per buyer¹ grew 15% y/y, marking the fifth consecutive quarter of accelerating y/y growth, reflecting continued momentum in more complex, higher-value work.

We also saw continued momentum in larger transactions, with double-digit growth in both clients and talent engaging in high-value work. These trends are driven by both new adoption and repeat behavior, as more buyers expand into higher-value use cases on the platform. We are also driving continued adoption in Dynamic Matching and Managed Services, as well as targeted engagement efforts from our customer success teams. These early signals of a healthy flywheel reinforce our confidence in the strategy we are taking and the significant opportunity ahead of us.

Services revenue was \$38.4 million, increasing 30% y/y, driven by continued strength in Fiverr Ads, Seller Plus, and AutoDS. Services revenue came in slightly above our expectations, primarily driven by a successful AutoDS campaign early in the quarter, which accelerated some user signups and revenue from Q2 into Q1.

Q2 and FY 2026 Guidance

(in millions)	Q2 2026	FY 2026
Revenue	\$95 - \$103	\$380 - \$420
y/y growth	(13)% - (5)%	(12)% - (3)%
Adjusted EBITDA (1)	\$16 - \$20	\$64 - \$80

Our outlook for Q2'26 and full-year 2026 reflects solid performance in Q1'26 as well as continued uncertainty in the market conditions. It also underscores the strength of our core marketplace profitability, alongside our continued commitment to maintaining financial discipline as we invest in the transformation.

On Marketplace revenue, performance in Q1 was consistent with our expectations. The market conditions largely remain stable, and the macro assumptions underlying our guidance remain unchanged. We continue to expect Marketplace growth for the remainder of 2026, and on a full-year basis, to be broadly consistent with the growth rate in Q1.

For Services revenue, following a high-performing AutoDS campaign that accelerated Q1 growth at the start of the year, we expect certain AutoDS revenue for Q2 to be pulled forward from Q2 into Q1. For the full-year 2026, our expectations for Services revenue remain largely unchanged.

Our updated full-year guidance for Adjusted EBITDA reflects the flow-through of Q1 performance and our continued commitment to financial discipline and cost management. We also expect to continue generating healthy cash flow and take a balanced approach toward capital allocation.

As we move through the year, our focus remains on executing against our core priorities, expanding higher-value work, improving trust and quality across the platform, and building scalable growth engines. We believe consistent progress in these areas will be the most important indicator of long-term value creation.

CONFERENCE CALL AND WEBCAST DETAILS

Fiverr's management will host a conference call to discuss its financial results on Wednesday, April 29, 2026, at 8:30 a.m. Eastern Time. A live call webcast is available on Fiverr's [Investor Relations website](#). An archived version will be available on the website after the call. To participate in the conference call, please dial: Toll-Free: 1-833-630-1956 or International: 1-412-317-1837.

CONSOLIDATED BALANCE SHEETS
(in thousands)

	March 31,	December 31,
	2026	2025
	(Unaudited)	(Audited)
Assets		
Current assets:		
Cash and cash equivalents	\$135,841	\$125,215
Marketable securities	66,934	117,705
User funds	164,470	159,849
Bank deposits	70,000	40,000
Restricted deposit	3,411	3,409
Other receivables	34,018	34,465
Total current assets	474,674	480,643
Long-term assets:		
Marketable securities	21,883	-
Property and equipment, net	3,058	3,360
Operating lease right of use asset	2,777	3,513
Deferred Tax Assets, net	27,335	26,423
Intangible assets, net	33,524	36,554
Goodwill	126,313	126,313
Other non-current assets	5,656	7,795
Total long-term assets	220,546	203,958
TOTAL ASSETS	\$695,220	\$684,601

	March 31, 2026	December 31, 2025
	(Unaudited)	(Audited)
Liabilities and Shareholders' Equity		
Current liabilities:		
Trade payables	\$9,926	\$9,081
User accounts	153,028	149,454
Deferred revenue	20,171	18,567
Other account payables and accrued expenses	71,387	68,426
Operating lease liabilities	2,752	3,365
Total current liabilities	257,264	248,893
Long-term liabilities:		
Operating lease liabilities	623	798
Other non-current liabilities	16,637	22,926
Total long-term liabilities	17,260	23,724
TOTAL LIABILITIES	\$274,524	\$272,617
Shareholders' equity:		
Share capital and additional paid-in capital	797,338	786,195
Accumulated deficit	(377,192)	(377,739)
Accumulated other comprehensive income	550	3,528
Total shareholders' equity	420,696	411,984
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	\$695,220	\$684,601

UNAUDITED CONSOLIDATED STATEMENTS OF OPERATIONS

(in thousands, except share and per share data)

	Three Months Ended	
	March 31,	
	2026	2025
Revenue	\$105,491	\$107,184
Cost of revenue	18,833	20,396
Gross profit	86,658	86,788
Operating expenses:		
Research and development	18,061	23,627
Sales and marketing	45,579	47,390
General and administrative	14,523	20,966
Total operating expenses	78,163	91,983
Operating income (loss)	8,495	(5,195)
Financial income and other, net	1,963	7,325
Income before taxes on income	10,458	2,130
Taxes on income	(1,894)	(1,332)
Net income attributable to ordinary shareholders	\$8,564	\$798
Basic net income per share attributable to ordinary shareholders	\$0.24	\$0.02
Basic weighted average ordinary shares	35,971,243	36,019,143
Diluted net income per share attributable to ordinary shareholders	\$0.23	\$0.02
Diluted weighted average ordinary shares	36,601,102	37,292,846

UNAUDITED CONSOLIDATED STATEMENTS OF CASH FLOWS
(in thousands)

	Three Months Ended	
	March 31,	
	2026	2025
Cash flows from operating activities:		
Net income	\$8,564	\$798
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	3,414	4,284
Amortization of premium and accretion of discount of marketable securities, net	(247)	(67)
Amortization of discount and issuance costs of convertible notes	-	641
Shared-based compensation	8,982	15,754
Exchange rate fluctuations and other items, net	126	1
Revaluation of earn-outs	163	3,262
Changes in assets and liabilities:		
User funds	(4,621)	(13,740)
Operating lease ROU assets and liabilities	(52)	(73)
Other receivables	(647)	2,112
Deferred Tax Assets, net	(912)	(1,681)
Trade payables	808	1,304
Deferred revenue	1,604	1,912
User accounts	3,574	12,935
Payment of earn-out	(3,483)	-
Other accounts payable and accrued expenses	3,582	1,023
Non-current liabilities	321	(156)
Net cash provided by operating activities	21,176	28,309

UNAUDITED CONSOLIDATED STATEMENTS OF CASH FLOWS
(in thousands)

	Three Months Ended	
	March 31,	
	2026	2025
Investing Activities		
Investment in marketable securities	(24,424)	(55,652)
Proceeds from maturities of marketable securities	53,332	83,169
Investment in short-term bank deposits	(30,000)	(1,500)
Proceeds from short-term bank deposits	-	843
Purchase of property and equipment	(159)	(287)
Capitalization of internal-use software	-	(661)
Other receivables and non-current assets	901	-
Net cash provided by (used in) investing activities	(350)	25,912
Financing Activities		
Repurchases of common stock	(8,017)	-
Proceeds from exercise of share options	980	478
Payment of earn-out	(1,717)	-
Proceeds from withholding tax related to employees' exercises of share options and RSUs	(281)	(1,061)
Deferred payment related to business combination	(1,078)	-
Net cash used in financing activities	(10,113)	(583)
Effect of exchange rate fluctuations on cash and cash equivalents	(87)	(6)
Increase in cash and cash equivalents	10,626	53,632
Cash and cash equivalents at the beginning of the period	125,215	133,472
Cash and cash equivalents at the end of the period	\$135,841	\$187,104

UNAUDITED REVENUE BREAKDOWN
(in thousands¹)

	Three Months Ended	
	March 31,	
	2026	2025
	(Unaudited)	
Marketplace Revenue	\$67,134	\$77,674
Annual Active Buyers	2,907	3,536
Annual Spend per Buyer	\$356	\$309
Marketplace Take Rate	27.7%	27.7%
Services Revenue	\$38,357	\$29,510
Total Revenue	\$105,491	\$107,184

(1) Except for Annual Spend per Buyer and Marketplace Take Rate

UNAUDITED RECONCILIATION OF GAAP TO NON-GAAP GROSS PROFIT
(in thousands, except gross margin data)

	Q1'25	Q2'25	Q3'25	Q4'25	Q1'26	FY 2024	FY 2025
GAAP gross profit	\$86,788	\$88,264	\$88,137	\$88,304	\$86,658	\$320,915	\$351,493
Add:							
Share-based compensation	423	403	365	39	256	2,136	1,230
Depreciation and amortization	3,164	3,155	2,186	2,446	2,582	7,017	10,951
Restructuring costs	-	-	238	(35)	-	-	203
Earn-out revaluation, acquisition related costs and other	44	-	(43)	6	6	28	7
Non-GAAP gross profit	\$90,419	\$91,822	\$90,883	\$90,760	\$89,502	\$330,096	\$363,884
Non-GAAP gross margin	84.4%	84.5%	84.2%	84.7%	84.8%	84.3%	84.4%

UNAUDITED RECONCILIATION OF GAAP NET INCOME TO NON-GAAP NET INCOME AND NET INCOME PER SHARE

(in thousands, except share and per share data)

	Q1'25	Q2'25	Q3'25	Q4'25	Q1'26	FY 2024	FY 2025
GAAP net income attributable to ordinary shareholders	\$798	\$3,188	\$5,537	\$11,460	\$8,564	\$18,246	\$20,983
Add:							
Depreciation and amortization	4,284	4,089	3,074	3,245	3,414	10,476	14,692
Share-based compensation	15,754	14,055	11,925	9,655	8,982	73,942	51,389
Impairment of intangible assets	-	-	2,400	-	-	-	2,400
Restructuring costs	-	-	3,567	(143)	-	-	3,424
Earn-out revaluation, acquisition related costs and other	4,599	5,294	3,111	7,854	1,725	5,631	20,858
Convertible notes amortization of discount and issuance costs	641	642	643	214	-	2,555	2,140
Taxes on income related to non-GAAP adjustments	(380)	(351)	(235)	(268)	(278)	(16,610)	(1,234)
Exchange rate (gain)/loss, net	(642)	531	431	126	463	859	446
Non-GAAP net income	\$25,054	\$27,448	\$30,453	\$32,143	\$22,870	\$95,099	\$115,098
Weighted average number of ordinary shares - basic	36,019,143	36,585,998	36,415,189	36,107,120	35,971,243	36,984,757	36,281,883
Non-GAAP basic net income per share attributable to ordinary shareholders	\$0.70	\$0.75	\$0.84	\$0.89	\$0.64	\$2.57	\$3.17
Weighted average number of ordinary shares - diluted	39,466,707	39,653,165	39,391,560	37,387,076	36,601,102	39,994,015	38,969,647
Non-GAAP diluted net income per share attributable to ordinary shareholders	\$0.64	\$0.69	\$0.77	\$0.86	\$0.62	\$2.38	\$2.95

UNAUDITED RECONCILIATION OF GAAP NET INCOME TO ADJUSTED EBITDA

(in thousands, except adjusted EBITDA margin data)

	Q1'25	Q2'25	Q3'25	Q4'25	Q1'26	FY 2024	FY 2025
GAAP net income	\$798	\$3,188	\$5,537	\$11,460	\$8,564	\$18,246	\$20,983
Add:							
Financial income and other	(7,325)	(6,554)	(6,815)	(3,899)	(1,963)	(27,706)	(24,593)
Taxes on income (tax benefit)	1,332	1,377	1,382	(1,658)	1,894	(6,358)	2,433
Depreciation and amortization	4,284	4,089	3,074	3,245	3,414	10,476	14,692
Share-based compensation	15,754	14,055	11,925	9,655	8,982	73,942	51,389
Impairment of intangible assets	-	-	2,400	-	-	-	2,400
Restructuring costs	-	-	3,567	(143)	-	-	3,424
Earn-out revaluation, acquisition related costs and other	4,599	5,294	3,111	7,854	1,725	5,631	20,858
Adjusted EBITDA	19,442	21,449	24,181	26,514	22,616	74,231	91,586
Adjusted EBITDA margin	18.1%	19.7%	22.4%	24.7%	21.4%	19.0%	21.3%

UNAUDITED RECONCILIATION OF GAAP TO NON-GAAP OPERATING EXPENSES

(In thousands)

	Q1'25	Q2'25	Q3'25	Q4'25	Q1'26	FY 2024	FY 2025
GAAP research and development	\$ 23,627	\$ 23,994	\$ 25,150	\$ 17,893	\$ 18,061	\$ 90,241	\$ 90,664
Less:							
Share-based compensation	4,730	4,129	3,229	2,333	2,196	23,569	14,421
Depreciation and amortization	265	313	309	301	279	831	1,188
Restructuring costs	-	-	2,258	(85)	-	-	2,173
Earn-out revaluation, acquisition related costs and other	65	62	(83)	137	159	28	181
Non-GAAP research and development	\$18,567	\$19,490	\$19,437	\$15,207	\$15,427	\$65,813	\$72,701
GAAP sales and marketing	\$47,390	\$44,844	\$40,669	\$43,772	\$45,579	\$171,678	\$176,675
Less:							
Share-based compensation	2,246	1,369	1,338	1,079	984	13,592	6,032
Depreciation and amortization	716	550	507	429	467	2,308	2,202
Impairment of intangible assets	-	-	-	2,400	-	-	2,400
Restructuring costs	-	-	829	(2)	-	-	827
Earn-out revaluation, acquisition related costs and other	1,197	1,147	805	1,263	1,385	1,878	4,412
Non-GAAP sales and marketing	\$43,231	\$41,778	\$37,190	\$38,603	\$42,743	\$153,900	\$160,802

	Q1'25	Q2'25	Q3'25	Q4'25	Q1'26	FY 2024	FY 2025
GAAP general and administrative	\$20,966	\$21,415	\$22,214	\$20,736	\$14,523	\$74,814	\$85,331
Less:							
Share-based compensation	8,355	8,154	6,993	6,204	5,546	34,645	29,706
Depreciation and amortization	139	71	72	69	86	320	351
Impairment of intangible assets	-	-	2,400	(2,400)	-	-	-
Restructuring costs	-	-	242	(21)	-	-	221
Earn-out revaluation, acquisition related costs and other	3,293	4,085	2,432	6,448	175	3,697	16,258
Non-GAAP general and administrative	\$9,179	\$9,105	\$10,075	\$10,436	\$8,716	\$36,152	\$38,795

UNAUDITED RECONCILIATION OF NET CASH PROVIDED BY OPERATING ACTIVITIES TO FREE CASH FLOW
(In thousands)

	Q1'25	Q2'25	Q3'25	Q4'25	Q1'26	FY 2024	FY 2025
Net cash provided by operating activities	\$28,309	\$25,204	\$29,206	\$21,870	\$21,176	\$83,068	\$104,589
Purchase of property and equipment	(287)	(185)	(77)	(98)	(159)	(1,303)	(647)
Capitalization of internal-use software	(661)	-	-	-	-	(103)	(661)
Free cash flow	\$27,361	\$25,019	\$29,129	\$21,772	\$21,017	\$81,662	\$103,281

Key Performance Metrics and Non-GAAP Financial Measures

This shareholder letter includes certain key performance metrics and financial measures not based on GAAP, including Adjusted EBITDA, Adjusted EBITDA margin, non-GAAP gross profit, non-GAAP gross margin, non-GAAP operating expenses, non-GAAP net income (loss), non-GAAP net income (loss) per share and free cash flow, as well as operating metrics, including marketplace Gross Merchandise Value or GMV, annual active buyers, annual spend per buyer and marketplace take rate. Some amounts in this shareholder letter may not total due to rounding. All percentages have been calculated using unrounded amounts.

We define each of our non-GAAP measures of financial performance, as the respective GAAP balances shown in the above tables, adjusted for, as applicable, depreciation and amortization, share-based compensation expenses, contingent consideration revaluation, acquisition related costs and other, income taxes, amortization of discount and issuance costs of convertible note, financial (income) expenses, net and other. Amortization of acquired intangible assets is excluded from the measures, however, the revenue from the acquired companies is included, and their assets actively contribute to revenue generation. Non-GAAP gross profit margin represents non-GAAP gross profit expressed as a percentage of revenue. We define non-GAAP net income (loss) per share as non-GAAP net income (loss) divided by GAAP weighted-average number of ordinary shares basic and diluted. We use free cash flow as a liquidity measure and define it as net cash provided by operating activities less capital expenditures. We define Adjusted EBITDA margin as Adjusted EBITDA expressed as a percentage of revenue.

We define GMV or marketplace Gross Merchandise Value as the total value of transactions ordered through our marketplace, excluding value added tax, goods and services tax, service chargebacks and refunds. Annual active buyers on any given date is defined as buyers who have ordered a Gig on our marketplace within the last 12-month period, irrespective of cancellations. Annual spend per buyer on any given date is calculated by dividing our GMV within the last 12-month period by the number of annual active buyers as of such date. Marketplace take rate for a given period means marketplace revenue for such period divided by GMV for such period. When we refer in this shareholder letter to the marketplace we refer to transactions conducted between buyers and freelancers on Fiverr.com. When we refer to the platform we refer to the marketplace and our additional services.

Management and our board of directors use certain metrics as supplemental measures of our performance that are not required by, or presented in accordance with GAAP because they assist us in comparing our operating performance on a consistent basis, as they remove the impact of items not directly resulting from our core operations. We also use these metrics for planning purposes, including the preparation of our internal annual operating budget and financial projections, to evaluate the performance and effectiveness of our strategic initiatives and capital expenditures and to evaluate our capacity to expand our business. In addition, we believe that free cash flow, which we use as a liquidity measure, is useful in evaluating our business because free cash flow reflects the cash surplus available or used to fund the expansion of our business after the payment of capital expenditures relating to the necessary components of ongoing operations. Capital expenditures consist primarily of property and equipment purchases and capitalized software costs.

Free cash flow should not be used as an alternative to, or superior to, cash from operating activities. In addition, Adjusted EBITDA, Adjusted EBITDA margin, non-GAAP gross profit, non-GAAP gross margin, non-GAAP operating expenses, non-GAAP net income (loss) and non-GAAP net income (loss) per share as well as operating metrics, including GMV, annual active buyers, annual spend per buyer and marketplace take rate should not be considered in isolation, as an alternative to, or superior to net income (loss), revenue, cash flows or other performance measures derived in accordance with GAAP. These metrics are frequently used by analysts, investors and other interested parties to evaluate companies in our industry. Management believes that the presentation of non-GAAP metrics is an appropriate measure of operating performance because they eliminate the impact of expenses that do not relate directly to the performance of our underlying business.

These non-GAAP metrics should not be construed as an inference that our future results will be unaffected by unusual or other items. Additionally, Adjusted EBITDA and other non-GAAP metrics used herein are not intended to be a measure of free cash flow for management's discretionary use, as they do not reflect our tax payments and certain other cash costs that may recur in the future, including, among other things, cash requirements for costs to replace assets being depreciated and amortized. Management compensates for these limitations by relying on our GAAP results in addition to using Adjusted EBITDA and other non-GAAP metrics as supplemental measures of our performance. Our measures of Adjusted EBITDA, free cash flow and other non-GAAP metrics used herein are not necessarily comparable to similarly titled captions of other companies due to different methods of calculation.

See the tables above regarding reconciliations of these non-GAAP financial measures to the most directly comparable GAAP measures.

We are not able to provide a reconciliation of Adjusted EBITDA guidance to net income (loss), the nearest comparable GAAP measure, for the second quarter of 2026, or the fiscal year ending December 31, 2026, because certain items that are excluded from Adjusted EBITDA cannot be reasonably predicted or are not in our control. In particular, in the case of Adjusted EBITDA, we are unable to forecast the timing or magnitude of share based compensation, amortization of intangible assets, impairment of intangible assets, income or loss on revaluation of contingent consideration, other acquisition-related costs, convertible notes amortization of discount and issuance costs and exchange rate income or loss, as applicable without unreasonable efforts, and these items could significantly impact, either individually or in the aggregate, GAAP measures in the future.

Forward Looking Statements

This shareholder letter contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. All statements contained in this shareholder letter that do not relate to matters of historical fact should be considered forward-looking statements, including, without limitation, statements regarding our expected financial performance and operational performance including our business plans and strategy, expected business transitions, the long term growth of our business, AI services and developments, future investments and investment strategy, our product portfolio, as well as statements that include the words “expect,” “intend,” “plan,” “believe,” “project,” “forecast,” “estimate,” “may,” “should,” “anticipate” and similar statements of a future or forward-looking nature. These forward-looking statements are based on management’s current expectations. These statements are neither promises nor guarantees, but involve known and unknown risks, uncertainties and other important factors that may cause actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements, including, but not limited to: our recent reduction in force could adversely affect our business, results of operations and financial condition; AI developments may present challenges for our industry and reduce the demand for some of our service offerings; our ability to successfully implement our business plan within adverse economic conditions that may impact consumers, business spending and the demand for our services or have a material adverse impact on our business, financial condition and results of operations; our ability to attract and retain a large community of buyers and freelancers; our ability to generate sufficient revenue to maintain profitability or positive net cash flow generated by operating activities; our ability to maintain and enhance our brand; our dependence on the continued growth and expansion of the market for freelancers and the services they offer; our dependence on traffic to our websites; our ability to maintain user engagement on our websites and to maintain and improve the quality of our platform; our operations within a competitive market; political, economic and military instability in Israel, including related to the war in Israel; our ability and the ability of third parties to protect our users’ personal or other data from a security breach and to comply with laws and regulations relating to data privacy, data protection and cybersecurity; our ability to manage our current and potential future growth; our dependence on decisions and developments in the mobile device industry, over which we do not have control; our ability to detect errors, defects or disruptions in our platform; our ability to comply with the terms of underlying licenses of open source software components on our platform; our ability to expand into markets outside the United States and our ability to manage the business and economic risks of international expansion and operations; our ability to achieve desired operating margins; our ability to comply with a wide variety of U.S. and international laws and regulations, including with regulatory frameworks around the development and use of AI; our ability to attract, recruit, retain and develop qualified employees; our reliance on Amazon Web Services; our ability to mitigate payment and fraud risks; our dependence on relationships with payment partners, banks and disbursement partners; and the other important factors discussed under the caption “Risk Factors” in our annual report on Form 20-F filed with the U.S. Securities and Exchange Commission (“SEC”) on March 12, 2026, as such factors may be updated from time to time in our other filings with the SEC, which are accessible on the SEC’s website at www.sec.gov. In addition, 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 that we may make. In light of these risks, uncertainties and assumptions, the forward-looking events and circumstances discussed in this shareholder letter are inherently uncertain and may not occur, and actual results could differ materially and adversely from those anticipated or implied in the forward-looking statements. Accordingly, you should not rely upon forward-looking statements as predictions of future events. In addition, the forward-looking statements made in this shareholder letter relate only to events or information as of the date on which the statements are made in this shareholder letter. Except as required by law, we undertake no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise, after the date on which the statements are made or to reflect the occurrence of unanticipated events.