

JFrog Announces Second Quarter 2025 Results

- Total Revenues of \$127.2 million; up 23% Year-over-Year
- Cloud Revenues of \$57.1 million; up 45% Year-over-Year
- Customers with ARR greater than \$1 million equaled 61, up 45% Yearover-Year
- Released remote AI MCP server & partnered with NVIDIA's Enterprise AI Factory

Sunnyvale, Calif., August 7, 2025 -- <u>JFrog Ltd</u>. (Nasdaq: FROG), the Liquid Software company and creators of the <u>JFrog Software Supply Chain Platform</u>, today announced financial results for its second quarter ended June 30, 2025.

"With a unified focus on DevOps, Security, and MLOps, JFrog has positioned itself as a system of record for all software packages, and a leader in the fast-growing AI ecosystem as a gold-standard model registry," said Shlomi Ben Haim, CEO and Co-founder of JFrog. "Our Q2 results reflect continued strong execution amid a period of ongoing uncertainty. We remain focused on disciplined operations, while driving high-quality, sustainable growth across the business."

Second Quarter 2025 Financial Highlights

- Revenue for the second quarter of 2025 was \$127.2 million, up 23% year-over-year.
- GAAP Gross Profit was \$97.0 million; GAAP Gross Margin was 76.3%.
- Non-GAAP Gross Profit was \$105.7 million; Non-GAAP Gross Margin was 83.1%.
- GAAP Operating Loss was (\$26.0) million; GAAP Operating Margin was (20.4%).
- Non-GAAP Operating Income was \$19.4 million; Non-GAAP Operating Margin was 15.2%.
- GAAP Net Loss Per Share was (\$0.19); Non-GAAP Diluted Earnings Per Share was \$0.18.
- Operating Cash Flow was \$36.1 million; Free Cash Flow of \$35.5 million.
- Cash, Cash Equivalents and Investments were \$611.7 million as of June 30, 2025.
- Remaining performance obligations were \$476.7 million as of June 30, 2025.

Recent Business & Product Highlights

- Cloud revenue equaled \$57.1 million during the second quarter of 2025, an increase of 45% year-over-year. Cloud revenue represented 45% of total revenue, compared to 38% in the year-ago period.
- Net Dollar Retention rate for the trailing four quarters was 118%.
- Customers with greater than \$1 million ARR increased to 61, up from 42 in the year-ago period.
- Customers with greater than \$100K ARR increased to 1,076, compared with 928 in the year-ago period.
- Customers adopting the end-to-end JFrog Platform Enterprise+ subscription represented 55% of total revenue during the second quarter of 2025, versus 50% in the year-ago period.
- Announced a deepening relationship with NVIDIA as part of their "Enterprise Al Factory" validated design.
- Announced release of remote MCP server to enable agentic Al interaction with the JFrog Platform.

Third Quarter and Fiscal Year 2025 Outlook

- Third Quarter 2025 Outlook:
 - o Revenue between \$127.0 million and \$129.0 million
 - Non-GAAP operating income between \$16.5 million and \$18.5 million
 - Non-GAAP net income per diluted share between \$0.15 and \$0.17, assuming approximately 122 million weighted average diluted shares outstanding
- Fiscal Year 2025 Outlook:
 - o Revenue between \$507.0 million to \$510.0 million
 - Non-GAAP operating income between \$75.0 million and \$78.0 million
 - Non-GAAP net income per diluted share between \$0.68 and \$0.70, assuming approximately 121 million weighted average diluted shares outstanding

The section titled "Non-GAAP Financial Information" below describes our usage of non-GAAP financial measures. Reconciliations between historical GAAP and non-GAAP information are contained at the end of this press release following the accompanying financial data.

Conference Call Details

- Event: |Frog's Second Quarter 2025 Financial Results Conference Call
- Date: Thursday, August 7, 2025
- Time: 2:00 p.m. PT (5:00 p.m. ET)

A live webcast of the conference call will be accessible from the investor relations website at https://investors.jfrog.com/events-and-presentations.

About JFrog

JFrog Ltd. (Nasdaq: FROG), the creators of the unified DevOps, DevSecOps and MLOps platform, is on a mission to create a world of software delivered without friction from developer to production. Driven by a "Liquid Software" vision, the JFrog Software Supply Chain Platform is a single system of record that powers organizations to build, manage, and distribute software quickly and securely, ensuring it is available, traceable, and tamper-proof. Integrated security features also help identify, protect, and remediate against threats and vulnerabilities. JFrog's hybrid, universal, multi-cloud platform is available as both SaaS services across major cloud service providers and self-hosted. Millions of users and 7K+ customers worldwide, including a majority of the Fortune 100, depend on JFrog solutions to securely embrace digital transformation. Learn more at www.ifrog.com or follow us on X @JFrog.

Forward-Looking Statements:

This press release and the earnings call referencing this press release contain "forward-looking" statements, as that term is defined under the U.S. federal securities laws, including but not limited to statements regarding JFrog's future financial performance, including our outlook for the third quarter and for the full year of 2025, expectations regarding the market and revenue potential for the JFrog Platform, including JFrog Artifactory, JFrog Xray, JFrog Curation, JFrog Advanced Security, JFrog ML and JFrog Runtime Security, and including the efficacy and benefit of integrating of any of the foregoing with other products and platform, our expectations regarding the mission-critical nature of the "JFrog Platform" to our customers' infrastructure and its growth potential, the growth potential of our cloud business, including hybrid and multi-cloud, our expectations regarding potential for growth in and market opportunities within DevOps, DevSecOps ,Security, AI, and MLOps, our ability to provide effective tools and solutions to detect and remediate security vulnerabilities, our expectations regarding our strategic integrations and collaborations, including with NVIDIA, the ability of our strategic sales team to grow the business across top-tier accounts, our ability to expand usage of our platform in the government and commercial sectors, our ability to contribute data to global security standards bodies, our ability to innovate and meet market demands and the software supply chain needs of our customers and our expectations regarding the integration and adoption of MLOps technologies into our business, including our ability to successfully integrate into our business operations, and expectations regarding customer expansions.

These forward-looking statements are based on JFrog's current assumptions, expectations and beliefs and are subject to substantial risks, uncertainties, assumptions and changes in circumstances that may cause JFrog's actual results, performance or achievements to differ materially from those expressed or implied in any forward-looking statement.

There are a significant number of factors that could cause actual results to differ materially from statements made in this press release and our earnings call, including but not limited to: risks associated with managing our rapid growth; our history of losses; our limited operating history;

our ability to retain and upgrade existing customers our ability to attract new customers; our ability to effectively develop and expand our sales and marketing capabilities; our ability to integrate and realize anticipated synergies from acquisitions of complementary businesses and our strategic collaborations; risk of a security breach incident or product vulnerability; risk of interruptions or performance problems associated with our products and platform capabilities; our ability to adapt and respond to rapidly changing technology or customer needs; our ability to compete in the markets in which we participate; our ability to successfully integrate technology from acquisitions into our offerings; our ability to provide continuity to our respective customers and realize innovation following our acquisitions; and general market, political, economic, and business conditions, including uncertainty in the current macroeconomic environment. Our actual results could differ materially from those stated or implied in forward-looking statements due to a number of factors, including but not limited to, risks detailed in our filings with the Securities and Exchange Commission, including in our annual report on Form 10-K for the year ended December 31, 2024, our quarterly reports on Form 10-Q, and other filings and reports that we may file from time to time with the Securities and Exchange Commission. 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.

About Non-GAAP Financial Measures:

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

Non-GAAP financial measures should not be considered in isolation from, or as a substitute for, financial information prepared in accordance with GAAP. A reconciliation of the historical non-GAAP financial measures to their most directly comparable GAAP measures has been provided in the financial statement tables included below in this press release. A reconciliation of non-GAAP guidance measures to corresponding GAAP measures is not available on a forward-looking basis without unreasonable effort due to the uncertainty regarding, and the potential variability of, reconciling items that may be incurred in the future such as share-based compensation, the effect of which may be significant.

JFrog defines non-GAAP gross profit, non-GAAP operating expenses (research and development, sales and marketing, general and administrative), non-GAAP gross margin, non-GAAP operating margin, non-GAAP operating income (loss) and non-GAAP net income (loss) as the respective GAAP balances, adjusted for, as applicable: (1) share-based compensation expense; (2) the amortization of acquired intangibles; (3) acquisition-related costs; and (4) income tax effects. JFrog defines free cash flow as Net cash provided by (used in) operating activities, minus capital expenditures. Investors are encouraged to review the reconciliation of these historical non-GAAP financial measures to their most directly comparable GAAP financial measures.

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

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

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

Acquisition-related costs. Acquisition-related costs include expenses related to acquisitions of other companies. JFrog views acquisition-related costs as expenses that are not necessarily reflective of operational performance during a period.

Income tax effects. JFrog's non-GAAP financial results are adjusted for income tax effects related to these non-GAAP adjustments and changes in our assessment regarding the realizability of our deferred tax assets, if any. Excluding income tax effects of non-GAAP adjustments provides a more accurate view of JFrog's operating results.

Non-GAAP weighted average share count. Diluted GAAP and non-GAAP weighted-average shares are the same, except in periods that there is a GAAP loss and a non-GAAP income. The non-GAAP weighted-average shares used to compute the non-GAAP net income per share - diluted are adjusted to reflect dilution equal to the dilutive impact had there been GAAP income.

Additionally, JFrog's management believes that the non-GAAP financial measure, free cash flow, is meaningful to investors because management reviews cash flows generated from operations after taking into consideration capital expenditures due to the fact that these expenditures are considered to be a necessary component of ongoing operations.

Operating Metrics

JFrog's number of customers with annual recurring revenue ("ARR") of \$100,000 or more is based on the ARR of each customer, as of the last month of the quarter. JFrog's number of customers with ARR of \$1 million or more is based on the ARR of each customer, as of the last month of the

quarter. JFrog defines ARR as the annualized revenue run-rate of subscription agreements from all customers as of the last month of the quarter. The ARR includes monthly subscription customers, so long as JFrog generates revenue from these customers. JFrog annualizes its monthly subscriptions by taking the revenue it would contractually expect to receive from such customers in a given month and multiplying it by 12.

JFrog's net dollar retention rate compares its ARR from the same set of customers across comparable periods. JFrog calculates net dollar retention rate by first identifying customers (the "Base Customers"), which were customers in the last month of a particular quarter (the "Base Quarter"). JFrog then calculates the contracted ARR from these Base Customers in the last month of the same quarter of the subsequent year (the "Comparison Quarter"). This calculation captures upsells, contraction, and attrition since the Base Quarter. JFrog then divides total Comparison Quarter ARR by total Base Quarter ARR for Base Customers. JFrog's net dollar retention rate in a particular quarter is obtained by averaging the result from that particular quarter with the corresponding results from each of the prior three quarters.

Investor Contact:

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JFROG LTD. CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (in thousands, except per share data; unaudited)

	Three Months Ended June 30,			Six Months Ended June 30,				
		2025		2024		2025		2024
Revenue:								
Subscription—self-managed and SaaS	\$	121,071	\$	98,404	\$	237,496	\$	193,810
License—self-managed		6,149		4,639		12,131		9,544
Total subscription revenue		127,220		103,043		249,627		203,354
Cost of revenue:								
Subscription—self-managed and SaaS ⁽¹⁾⁽²⁾⁽³⁾		30,202		21,748		60,267		42,207
License—self-managed ⁽³⁾				145		116		290
Total cost of revenue—subscription		30,202		21,893		60,383		42,497
Gross profit		97,018		81,150		189,244		160,857
Operating expenses:								
Research and development ⁽¹⁾⁽²⁾		47,424		37,117		90,759		72,949
Sales and marketing(1)(2)(3)		55,431		45,896		108,243		89,467
General and administrative ⁽¹⁾⁽²⁾		20,134		17,264		39,183		34,204
Total operating expenses		122,989		100,277		238,185	_	196,620
Operating loss		(25,971)		(19,127)		(48,941)		(35,763)
Interest and other income, net		6,305		6,898		12,270		13,985
Loss before income taxes		(19,666)		(12,229)		(36,671)		(21,778)
Income tax expense		2,009		2,074		3,507		1,315
Net loss	\$		\$	(14,303)	\$	(40,178)	\$	(23,093)
Net loss per share, basic and diluted	\$	(0.19)	_	(0.13)	_	(0.35)		(0.21)
Weighted-average shares used in computing net loss per	Ψ	(0.17)	Ψ	(0.13)	Ψ	(0.55)	Ψ	(0.21)
share, basic and diluted		115,250		108,945		114,354		107,985
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(1) Includes share-based compensation expense as follows:								
Cost of revenue: subscription—self-managed and SaaS	\$	4,209	\$	3,247	\$	8,410	\$	6,339
Research and development		14,186		10,175		28,163		19,842
Sales and marketing		13,357		10,440		26,087		20,253
General and administrative		6,257		4,794		12,194		9,508
Total share-based compensation expense	\$	38,009	\$	28,656	\$	74,854	\$	55,942
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(2) Includes acquisition-related costs as follows:								
Cost of revenue: subscription–self-managed and SaaS	\$		\$	4	\$		\$	8
Research and development	Ψ	1,160	Ψ	489	Ψ	2,340	Ψ	977
Sales and marketing		474		32		937		64
General and administrative		17		674		32		676
Total acquisition-related costs	\$	1,651	\$	1,199	\$	3,309	\$	1,725
Total acquisition-related costs	φ	1,031	Φ	1,199	Φ	3,309	Φ	1,723
(2) I 1 1								
(3) Includes amortization of acquired intangibles as								
follows:	Φ	4 407	Ф	2.206	Φ	0.006	ď	4 772
Cost of revenue: subscription—self-managed and SaaS	\$	4,497	\$	2,386	\$	8,996	\$	4,772
Cost of revenue: license—self-managed		1 160		145		116		290
Sales and marketing	ф	1,169	Ф	358	ф	2,371	ф	716
Total amortization expense of acquired intangible assets	\$	5,666	\$	2,889	\$	11,483	\$	5,778

JFROG LTD. CONDENSED CONSOLIDATED BALANCE SHEETS (in thousands; unaudited)

	Ju	ne 30, 2025	December 31, 2024		
Assets		_			
Current assets:					
Cash and cash equivalents	\$	51,277	\$	49,869	
Short-term investments		560,423		472,138	
Accounts receivable, net		83,016		90,712	
Deferred contract acquisition costs		18,143		16,465	
Prepaid expenses and other current assets		24,344		20,043	
Total current assets		737,203		649,227	
Property and equipment, net		5,719		5,668	
Deferred contract acquisition costs, noncurrent		26,456		25,029	
Operating lease right-of-use assets		13,703		14,202	
Intangible assets, net		49,343		60,826	
Goodwill		371,512		371,512	
Other assets, noncurrent		4,249		3,442	
Total assets	\$	1,208,185	\$	1,129,906	
Liabilities and Shareholders' Equity					
Current liabilities:					
Accounts payable	\$	11,262	\$	10,649	
Accrued expenses and other current liabilities		67,915		51,885	
Operating lease liabilities		7,479		7,794	
Deferred revenue		260,066		247,187	
Total current liabilities		346,722		317,515	
Deferred revenue, noncurrent		21,827		27,060	
Operating lease liabilities, noncurrent		6,360		6,182	
Other liabilities, noncurrent		6,822		5,623	
Total liabilities		381,731		356,380	
Shareholders' equity:					
Share capital		326		315	
Additional paid-in capital		1,220,235		1,132,224	
Accumulated other comprehensive income		5,739		655	
Accumulated deficit		(399,846)		(359,668)	
Total shareholders' equity		826,454		773,526	
Total liabilities and shareholders' equity	\$	1,208,185	\$	1,129,906	

JFROG LTD. CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (in thousands; unaudited)

Next Insert Ins		Th	Three Months Ended June 30,			Six Months Ended June 30,			
Net loss			2025		2024	_	2025		2024
Adjustments to reconcile net loss to net cash provided by operating activities: Depreciation and amortization 6,556 3,826 74,854 55,942 Non-cash operating lease expense 2,155 2,115 4,273 4,219 Nor-cash operating assets and liabilities: Accounts receivable 1,231 (15,336 7,726 (5,555) 7,146 (0,555) 7,146 (Cash flows from operating activities:								
Depreciation and amortization	Net loss	\$	(21,675)	\$	(14,303)	\$	(40,178)	\$	(23,093)
Depreciation and amortization									
Share-based compensation expense 38,009 28,656 74,854 55,942 Non-cash operating lease expense 2,155 2,115 4,273 4,219 Not amortization of premium or discount on investments (1,472 (1,738) 3,031 (3,746) Losses (gains) on foreign exchange (251 101 (333 354 Changes in operating assets and liabilities: Accounts receivable 1,231 (15,336) 7,726 (5,555 Prepaid expenses and other assets (1,634 (986) (1,450) (5,018 Deferred contract acquisition costs (2,354) (1,382) (3,105) (1,568 Accounts payable 647 1,579 19 (937 Accrued expenses and other liabilities (2,135) (2,051) (4,342) (4,167 Deferred revenue 6,346 10,111 7,646 7,218 Net cash provided by operating activities (2,135) (2,051) (4,342) (4,167 Deferred revenue 6,346 10,111 7,646 7,218 Net cash provided by operating activities (135,174) (91,240) (284,142) (255,943) Maturities of short-term investments (135,174) (91,240) (284,142) (255,943) Maturities of short-term investments (627) (732) (1,274) (1,573) Net cash provided by (used in) investing activities (39,548) 135,188 (85,330) 88,267 Cash flows from financing activities (6,470) (7,534) (7,970 7,970 Proceeds from expercise of share options 3,122 861 6,874 7,707 Proceeds from expense of share options 3,122 861 6,874 7,707 Proceeds from expense of share options 3,122 861 6,874 7,707 Proceeds from expense of share options 3,122 861 6,874 7,970 Proceeds from expense of share options 3,122 861 6,874 7,970 Proceeds from expense of share options 3,122 861 6,874 7,970 Proceeds from expense of share options 3,122 861 6,874 7,970 Proceeds from expense of share options 3,123 861 6,874 7,970 Proceeds from expense of share options 5,400 5,534 7,929 (2,79) Net cash provided by (used in) financing activities 5,400									
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Net amortization of premium or discount on investments (1,472) (1,738) (3,031) (3,746) Losses (gains) on foreign exchange (251) 101 (333) 354 Changes in operating assets and liabilities:			38,009		28,656		-		
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Changes in operating assets and liabilities:	Net amortization of premium or discount on								
Changes in operating assets and liabilities: Accounts receivable 1,231									
Accounts receivable 1,231 (15,336) 7,726 (5,555) Prepaid expenses and other assets (1,634) (986) (1,450) (5,018) Deferred contract acquisition costs (2,354) (1,382) (3,105) (1,568) Accounts payable 647 1,579 19 (937) Accrued expenses and other liabilities 10,662 6,105 9,528 2,892 Operating lease liabilities (2,135) (2,051) (4,342) (4,167) Deferred revenue 6,346 10,111 7,546 7,218 Net cash provided by operating activities 36,085 16,697 64,877 34,166 Cash flows from investing activities (135,174) (91,240) (284,142) (255,943) Maturities of short-term investments 96,253 128,982 200,086 247,605 Sales of short-term investments - 98,178 - 98,178 Purchases of property and equipment (627) (732) (1,274) (1,533) Net cash provided by (used in) investing activities	·= · · · =		(251)		101		(333)		354
Prepaid expenses and other assets									
Deferred contract acquisition costs									
Accounts payable 647 1,579 19 (937) Accrued expenses and other liabilities 10,662 6,105 9,528 2,892 Operating lease liabilities (2,135) (2,051) (4,342) (4,167) Deferred revenue 6,346 10,111 7,646 7,218 Net cash provided by operating activities 36,085 16,697 64,877 34,166 Cash flows from investing activities: Purchases of short-term investments (135,174) (91,240) (284,142) (255,943) Maturities of short-term investments 96,253 128,982 200,086 247,605 Sales of short-term investments - 98,178 - 98,178 98,178 Purchases of property and equipment (627) (732) (1,274) (1,573) Net cash provided by (used in) investing activities 39,548 135,188 (85,330) 88,267 Cash flows from inancing activities 3,122 861 6,874 7,07 Proceeds from exercise of share options 3,122 861 6,874 7,907 </td <td></td> <td></td> <td>(1,634)</td> <td></td> <td>. ,</td> <td></td> <td>(1,450)</td> <td></td> <td></td>			(1,634)		. ,		(1,450)		
Accrued expenses and other liabilities									
Operating lease liabilities (2,135) (2,051) (4,342) (4,167) Deferred revenue 6,346 10,111 7,646 7,218 Net cash provided by operating activities 36,085 16,697 64,877 34,166 Cash flows from investing activities: Purchases of short-term investments (135,174) (91,240) (284,142) (255,943) Maturities of short-term investments 96,253 128,982 200,086 247,605 Sales of short-term investments - 98,178 - 98,178 Purchases of property and equipment (627) (732) (1,274) (1,573) Net cash provided by (used in) investing activities (39,548) 135,188 (85,330) 88,267 Cash flows from financing activities: Proceeds from exercise of share options 3,122 861 6,874 7,707 Proceeds from employee share purchase plan - - 6,294 4,494 Proceeds from employee share purchase plan - - 6,294 7,229 (279)			647		1,579				
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Net cash provided by operating activities 36,085 16,697 64,877 34,166			(2,135)		(2,051)		(4,342)		(4,167)
Purchases of short-term investments	Deferred revenue		6,346		10,111		7,646		7,218
Purchases of short-term investments (135,174) (91,240) (284,142) (255,943) Maturities of short-term investments 96,253 128,982 200,086 247,605 Sales of short-term investments - 98,178 - 98,178 Purchases of property and equipment (627) (732) (1,274) (1,573) Net cash provided by (used in) investing activities (39,548) 135,188 (85,330) 88,267 Cash flows from financing activities: Proceeds from exercise of share options 3,122 861 6,874 7,707 Proceeds from employee share purchase plan - - 6,294 4,494 Proceeds from employee equity transactions, net of payments to tax authorities 9,592 (4,673) 21,097 11,922 Effect of exchange rate changes on cash, cash equivalents and restricted cash 798 (294) 764 (817) Net increase in cash, cash equivalents, and restricted cash—end of period 45,108 71,397 50,627 84,777 Cash, cash equivalents, and restricted cash—end of period 52,035 218,315 52,035 218,315 <td>Net cash provided by operating activities</td> <td></td> <td>36,085</td> <td></td> <td>16,697</td> <td></td> <td>64,877</td> <td></td> <td>34,166</td>	Net cash provided by operating activities		36,085		16,697		64,877		34,166
Maturities of short-term investments 96,253 128,982 200,086 247,605 Sales of short-term investments — 98,178 — 98,178 Purchases of property and equipment (627) (732) (1,274) (1,573) Net cash provided by (used in) investing activities (39,548) 135,188 (85,330) 88,267 Cash flows from financing activities: — — 6,294 7,707 Proceeds from exercise of share options 3,122 861 6,874 7,707 Proceeds from employee share purchase plan — — 6,294 4,494 Proceeds from employee equity transactions, net of payments to tax authorities 6,470 (5,534) 7,929 (279) Net cash provided by (used in) financing activities 9,592 (4,673) 21,097 11,922 Effect of exchange rate changes on cash, cash equivalents and restricted cash 798 (294) 764 (817) Net increase in cash, cash equivalents, and restricted cash—beginning of period 45,108 71,397 50,627 84,777 Cash, cash equivalents, and restricted cash—en	Cash flows from investing activities:								
Sales of short-term investments — 98,178 — 98,178 Purchases of property and equipment (627) (732) (1,274) (1,573) Net cash provided by (used in) investing activities (39,548) 135,188 (85,330) 88,267 Cash flows from financing activities: Proceeds from exercise of share options 3,122 861 6,874 7,707 Proceeds from employee share purchase plan — 6,294 4,494 Proceeds from employee equity transactions, net of payments to tax authorities 6,470 (5,534) 7,929 (279) Net cash provided by (used in) financing activities 9,592 (4,673) 21,097 11,922 Effect of exchange rate changes on cash, cash equivalents and restricted cash 6,927 146,918 1,408 133,538 Cash, cash equivalents, and restricted cash—beginning of period 45,108 71,397 50,627 84,777 Cash, cash equivalents, and restricted cash—end of period \$52,035 \$218,315 \$52,035 \$218,315 Reconciliation of cash, cash equivalents, and restricted cash within the Condensed Consolidated Balance Sheet	Purchases of short-term investments		(135,174)		(91,240)		(284,142)		(255,943)
Purchases of property and equipment (627) (732) (1,274) (1,573) Net cash provided by (used in) investing activities (39,548) 135,188 (85,330) 88,267 Cash flows from financing activities: Proceeds from exercise of share options 3,122 861 6,874 7,707 Proceeds from employee share purchase plan — — 6,294 4,494 Proceeds from employee equity transactions, net of payments to tax authorities 6,470 (5,534) 7,929 (279) Net cash provided by (used in) financing activities 9,592 (4,673) 21,097 11,922 Effect of exchange rate changes on cash, cash equivalents and restricted cash 798 (294) 764 (817) Net increase in cash, cash equivalents, and restricted cash—beginning of period 6,927 146,918 1,408 133,538 Cash, cash equivalents, and restricted cash—end of period \$52,035 \$218,315 \$52,035 \$218,315 Reconciliation of cash, cash equivalents, and restricted cash within the Condensed Consolidated Balance \$52,035 \$218,315 \$52,035 \$218,303 Sheets	Maturities of short-term investments		96,253		128,982		200,086		247,605
Net cash provided by (used in) investing activities	Sales of short-term investments		_		98,178		_		98,178
Net cash provided by (used in) investing activities	Purchases of property and equipment		(627)		(732)		(1,274)		(1,573)
Cash flows from financing activities: Proceeds from exercise of share options 3,122 861 6,874 7,707 Proceeds from employee share purchase plan — — 6,294 4,494 Proceeds from employee equity transactions, net of payments to tax authorities 6,470 (5,534) 7,929 (279) Net cash provided by (used in) financing activities 9,592 (4,673) 21,097 11,922 Effect of exchange rate changes on cash, cash equivalents and restricted cash 798 (294) 764 (817) Net increase in cash, cash equivalents, and restricted cash 6,927 146,918 1,408 133,538 Cash, cash equivalents, and restricted cash—beginning of period 45,108 71,397 50,627 84,777 Cash, cash equivalents, and restricted cash—end of period 52,035 218,315 52,035 218,315 Reconciliation of cash, cash equivalents, and restricted cash within the Condensed Consolidated Balance 51,277 218,303 51,277 218,303 Sheets to the amounts shown in the Condensed Consolidated Statements of Cash Flows above: 758 12 758 12	Net cash provided by (used in) investing activities		(39,548)		135,188		(85,330)		88,267
Proceeds from exercise of share options Proceeds from employee share purchase plan Proceeds from employee equity transactions, net of payments to tax authorities Net cash provided by (used in) financing activities Effect of exchange rate changes on cash, cash equivalents and restricted cash Net increase in cash, cash equivalents, and restricted cash Cash, cash equivalents, and restricted cash—beginning of period Cash, cash equivalents, and restricted cash—end of period Reconciliation of cash, cash equivalents, and restricted cash within the Condensed Consolidated Balance Sheets to the amounts shown in the Condensed Consolidated Statements of Cash Flows above: Cash and cash equivalents Restricted cash included in prepaid expenses and other current assets 3,122 861 6,294 7,707 7,707 6,470 6,294 7,929 (279) 11,922 (817) 11,922 (817) 11,922 11,922 11,923 11,9									
Proceeds from employee share purchase plan Proceeds from employee equity transactions, net of payments to tax authorities Net cash provided by (used in) financing activities Effect of exchange rate changes on cash, cash equivalents and restricted cash Net increase in cash, cash equivalents, and restricted cash Cash, cash equivalents, and restricted cash—beginning of period Cash, cash equivalents, and restricted cash—end of period Reconciliation of cash, cash equivalents, and restricted cash within the Condensed Consolidated Balance Sheets to the amounts shown in the Condensed Cash and cash equivalents Restricted cash included in prepaid expenses and other current assets - 4,407 - 4,5108 - 4,5108 - 6,927 - 146,918 - 1,408 - 1,397 -			3,122		861		6,874		7,707
Proceeds from employee equity transactions, net of payments to tax authorities 6,470 (5,534) 7,929 (279) Net cash provided by (used in) financing activities 9,592 (4,673) 21,097 11,922 Effect of exchange rate changes on cash, cash equivalents and restricted cash 798 (294) 764 (817) Net increase in cash, cash equivalents, and restricted cash 6,927 146,918 1,408 133,538 Cash, cash equivalents, and restricted cash—beginning of period 45,108 71,397 50,627 84,777 Cash, cash equivalents, and restricted cash—end of period \$52,035 \$218,315 \$52,035 \$218,315 Reconciliation of cash, cash equivalents, and restricted cash within the Condensed Consolidated Balance Sheets to the amounts shown in the Condensed Consolidated Statements of Cash Flows above: Cash and cash equivalents \$51,277 \$218,303 \$51,277 \$218,303 Restricted cash included in prepaid expenses and other current assets 758 12 758 12	•				_				-
payments to tax authorities 6,470 (5,534) 7,929 (279) Net cash provided by (used in) financing activities 9,592 (4,673) 21,097 11,922 Effect of exchange rate changes on cash, cash equivalents and restricted cash 798 (294) 764 (817) Net increase in cash, cash equivalents, and restricted cash 6,927 146,918 1,408 133,538 Cash, cash equivalents, and restricted cash—beginning of period 45,108 71,397 50,627 84,777 Cash, cash equivalents, and restricted cash—end of period 52,035 \$218,315 \$52,035 \$218,315 Reconciliation of cash, cash equivalents, and restricted cash within the Condensed Consolidated Balance Sheets to the amounts shown in the Condensed Consolidated Statements of Cash Flows above: Cash and cash equivalents \$51,277 \$218,303 \$51,277 \$218,303 Restricted cash included in prepaid expenses and other current assets 758 12 758 12							·		
Effect of exchange rate changes on cash, cash equivalents and restricted cash Net increase in cash, cash equivalents, and restricted cash Cash, cash equivalents, and restricted cash—beginning of period Cash, cash equivalents, and restricted cash—end of period Reconciliation of cash, cash equivalents, and restricted cash—end of period Reconciliation of cash, cash equivalents, and restricted cash within the Condensed Consolidated Balance Sheets to the amounts shown in the Condensed Consolidated Statements of Cash Flows above: Cash and cash equivalents Restricted cash included in prepaid expenses and other current assets 758 12 764 (817) 764 764 (817) 764			6,470		(5,534)		7,929		(279)
Effect of exchange rate changes on cash, cash equivalents and restricted cash Net increase in cash, cash equivalents, and restricted cash Cash, cash equivalents, and restricted cash—beginning of period Cash, cash equivalents, and restricted cash—end of period Reconciliation of cash, cash equivalents, and restricted cash—end of period Reconciliation of cash, cash equivalents, and restricted cash within the Condensed Consolidated Balance Sheets to the amounts shown in the Condensed Consolidated Statements of Cash Flows above: Cash and cash equivalents Restricted cash included in prepaid expenses and other current assets 758 12 764 (817) 764 764 (817) 764			9,592				21,097		11,922
and restricted cash Net increase in cash, cash equivalents, and restricted cash Cash, cash equivalents, and restricted cash—beginning of period Cash, cash equivalents, and restricted cash—end of period Reconciliation of cash, cash equivalents, and restricted cash—end of period Reconciliation of cash, cash equivalents, and restricted cash within the Condensed Consolidated Balance Sheets to the amounts shown in the Condensed Consolidated Statements of Cash Flows above: Cash and cash equivalents Restricted cash included in prepaid expenses and other current assets 758 12 758 133,538 143,777 150,627 184,777 174,978 174,9			<u> </u>				<u> </u>		
Net increase in cash, cash equivalents, and restricted cash Cash, cash equivalents, and restricted cash—beginning of period Cash, cash equivalents, and restricted cash—end of period Cash, cash equivalents, and restricted cash—end of period Reconciliation of cash, cash equivalents, and restricted cash within the Condensed Consolidated Balance Sheets to the amounts shown in the Condensed Consolidated Statements of Cash Flows above: Cash and cash equivalents Restricted cash included in prepaid expenses and other current assets 758 12 758 13 71,397 50,627 84,777 50,627 84,777 218,315 52,035 \$ 218,315 \$ 218,315 \$ 218,315 \$ 218,303 \$ 51,277 \$ 218,303			798		(294)		764		(817)
Cash, cash equivalents, and restricted cash—beginning of period Cash, cash equivalents, and restricted cash—end of period Cash, cash equivalents, and restricted cash—end of period Reconciliation of cash, cash equivalents, and restricted cash within the Condensed Consolidated Balance Sheets to the amounts shown in the Condensed Consolidated Statements of Cash Flows above: Cash and cash equivalents Restricted cash included in prepaid expenses and other current assets 6,927	Net increase in cash, cash equivalents, and restricted								
Cash, cash equivalents, and restricted cash—beginning of period Cash, cash equivalents, and restricted cash—end of period Reconciliation of cash, cash equivalents, and restricted cash within the Condensed Consolidated Balance Sheets to the amounts shown in the Condensed Consolidated Statements of Cash Flows above: Cash and cash equivalents Restricted cash included in prepaid expenses and other current assets 758 12 71,397 50,627 84,777 5218,315 \$218,315			6,927		146,918		1,408		133,538
period 45,108 71,397 50,627 84,777 Cash, cash equivalents, and restricted cash—end of period Reconciliation of cash, cash equivalents, and restricted cash within the Condensed Consolidated Balance Sheets to the amounts shown in the Condensed Consolidated Statements of Cash Flows above: Cash and cash equivalents \$51,277 \$218,303 \$51,277 \$218,303 Restricted cash included in prepaid expenses and other current assets 758 12 758 12	Cash, cash equivalents, and restricted cash—beginning of								
Reconciliation of cash, cash equivalents, and restricted cash within the Condensed Consolidated Balance Sheets to the amounts shown in the Condensed Consolidated Statements of Cash Flows above: Cash and cash equivalents \$51,277 \$ 218,303 \$ 51,277 \$ 218,303 Restricted cash included in prepaid expenses and other current assets 758 12 758 12			45,108		71,397		50,627		84,777
Reconciliation of cash, cash equivalents, and restricted cash within the Condensed Consolidated Balance Sheets to the amounts shown in the Condensed Consolidated Statements of Cash Flows above: Cash and cash equivalents \$51,277 \$ 218,303 \$ 51,277 \$ 218,303 Restricted cash included in prepaid expenses and other current assets 758 12 758 12	Cash, cash equivalents, and restricted cash—end of period	\$	52,035	\$	218,315	\$	52,035	\$	218,315
cash within the Condensed Consolidated Balance Sheets to the amounts shown in the Condensed Consolidated Statements of Cash Flows above: Cash and cash equivalents Restricted cash included in prepaid expenses and other current assets 758 12 758 12	•			_		_	<u> </u>	_	
Consolidated Statements of Cash Flows above: Cash and cash equivalents Restricted cash included in prepaid expenses and other current assets Solution 12									
Cash and cash equivalents \$ 51,277 \$ 218,303 \$ 51,277 \$ 218,303 Restricted cash included in prepaid expenses and other current assets	Sheets to the amounts shown in the Condensed								
Restricted cash included in prepaid expenses and other current assets 758 12 758 12	Consolidated Statements of Cash Flows above:								
Restricted cash included in prepaid expenses and other current assets 758 12 758 12	Cash and cash equivalents	\$	51,277	\$	218,303	\$	51,277	\$	218,303
current assets 758 12 758 12									
Total cash, cash equivalents, and restricted cash $\frac{\$}{52,035}$ $\frac{\$}{218,315}$ $\frac{\$}{52,035}$ $\frac{\$}{52,035}$ $\frac{\$}{52,035}$			758		12		758		12
	Total cash, cash equivalents, and restricted cash	\$	52,035	\$	218,315	\$	52,035	\$	218,315

JFROG LTD. RECONCILIATION OF GAAP TO NON-GAAP RESULTS

(in thousands except per share data; unaudited)

	Th	ree Months E	l June 30,	S	Six Months Ended June 30				
		2025		2024		2025		2024	
Reconciliation of gross profit and gross margin									
GAAP gross profit	\$	97,018	\$	81,150	\$	189,244	\$	160,857	
Plus: Share-based compensation expense		4,209		3,247		8,410		6,339	
Plus: Acquisition-related costs		_		4				8	
Plus: Amortization of acquired intangibles	_	4,497		2,531	_	9,112	_	5,062	
Non-GAAP gross profit	\$	105,724	\$	86,932	\$	206,766	\$	172,266	
GAAP gross margin		76.3%		78.8%		75.8%		79.1%	
Non-GAAP gross margin		83.1%		84.4%		82.8%		84.7%	
Reconciliation of operating expenses									
GAAP research and development	\$	47,424	\$	37,117	\$	90,759	\$	72,949	
Less: Share-based compensation expense		(14,186)		(10,175)		(28,163)		(19,842)	
Less: Acquisition-related costs		(1,160)		(489)		(2,340)		(977)	
Non-GAAP research and development	\$	32,078	\$	26,453	\$	60,256	\$	52,130	
GAAP sales and marketing	\$	55,431	\$	45,896	\$	108,243	\$	89,467	
Less: Share-based compensation expense	Ψ	(13,357)	Ψ	(10,440)	Ψ	(26,087)	Ψ	(20,253)	
Less: Acquisition-related costs		(474)		(32)		(937)		(64)	
Less: Amortization of acquired intangibles		(1,169)		(358)		(2,371)		(716)	
Non-GAAP sales and marketing	\$	40,431	\$	35,066	\$	78,848	\$	68,434	
, and the second	=		_		=				
GAAP general and administrative	\$	20,134	\$	17,264	\$	39,183	\$	34,204	
Less: Share-based compensation expense		(6,257)		(4,794)		(12,194)		(9,508)	
Less: Acquisition-related costs		(17)		(674)		(32)		(676)	
Non-GAAP general and administrative	\$	13,860	\$	11,796	\$	26,957	\$	24,020	
Reconciliation of operating income (loss) and operating									
margin									
GAAP operating loss	\$	(25,971)	\$	(19,127)	\$	(48,941)	\$	(35,763)	
Plus: Share-based compensation expense		38,009		28,656		74,854		55,942	
Plus: Acquisition-related costs		1,651		1,199		3,309		1,725	
Plus: Amortization of acquired intangibles		5,666		2,889		11,483		5,778	
Non-GAAP operating income	\$	19,355	\$	13,617	\$	40,705	\$	27,682	
GAAP operating margin		(20.4)%)	(18.6)%		(19.6)%)	(17.6)%	
Non-GAAP operating margin		15.2%		13.2%		16.3%		13.6%	
Reconciliation of net income (loss)									
GAAP net loss	\$	(21,675)	\$	(14,303)	\$	(40,178)	\$	(23,093)	
Plus: Share-based compensation expense		38,009		28,656		74,854		55,942	
Plus: Acquisition-related costs		1,651		1,199		3,309		1,725	
Plus: Amortization of acquired intangibles		5,666		2,889		11,483		5,778	
Less: Income tax effects		(1,617)		(980)		(4,157)		(4,918)	
Non-GAAP net income	\$	22,034	\$	17,461	\$	45,311	\$	35,434	
Net income per share - basic	\$	0.19	\$	0.16	\$	0.40	\$	0.33	
Net income per share - diluted	\$	0.18	\$	0.15	\$	0.38	\$	0.31	
Shares used in non-GAAP net income per share							_		
calculations:									
GAAP weighted-average shares used to compute net loss per share - basic and diluted		115,250		108,945		114,354		107,985	
Add: Dilutive ordinary share equivalents		5,328		6,249		5,178		6,915	
Non-GAAP weighted-average shares used to compute net									
income per share - diluted	_	120,578		115,194	_	119,532	_	114,900	

JFROG LTD. RECONCILIATION OF GAAP CASH FLOW FROM OPERATING ACTIVITIES TO FREE CASH FLOW

(in thousands; unaudited)

	Three Months Ended June 30,					Six Months Ended June 30,				
	2025		2024		2025		2024			
Net cash provided by operating activities	\$	36,085	\$	16,697	\$	64,877	\$	34,166		
Less: purchases of property and equipment		(627)		(732)		(1,274)		(1,573)		
Free cash flow	\$	35,458	\$	15,965	\$	63,603	\$	32,593		