

Investor Presentation

Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. We intend such forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in Section 27A of the U.S. Securities Act of 1933, as amended (the “Securities Act”) and Section 21E of the U.S. Securities Exchange Act of 1934, as amended (the “Exchange Act”). All statements contained in this press release other than statements of historical fact, including, without limitation, statements regarding our revenue and adjusted EBITDA guidance for fiscal year 2023, future growth potential in new industries and geographies, anticipated implementation timeline and benefits of our proposed share repurchase program, internal modeling assumptions, expectations as to our new merchant pipeline and upsell opportunities and our ability to compete, expectations as to the performance of our product, our management of our cash outflow, and business plans and strategy are forward-looking statements, which reflect our current views, as of the date hereof, with respect to future events and are not a guarantee of future performance. The words “believe,” “may,” “will,” “estimate,” “potential,” “continue,” “anticipate,” “intend,” “expect,” “could,” “would,” “project,” “forecasts,” “aims,” “plan,” “target,” and similar expressions are intended to identify forward-looking statements, though not all forward-looking statements use these words or expressions.

Actual outcomes may differ materially from the information contained in the forward-looking statements as a result of a number of factors, including, without limitation, the following: our ability to manage our growth effectively; our history of net losses and ability to achieve profitability; our ability to attract new merchants and retain existing merchants; continued use of credit cards and other payment methods that expose merchants to the risk of payment fraud, and changes in laws and regulations related to use of these payment methods, such as PSD2, and the emergence of new alternative payment products; the impact of macroeconomic conditions on us and on the performance of our merchants; our ability to continue to improve our machine learning models; fluctuations in our CTB Ratio and gross profit margin, including as a result of large-scale merchant fraud events or other security incidents; our ability to protect the information of our merchants and consumers; our ability to predict future revenue due to lengthy sales cycles; seasonal fluctuations in revenue; competition; our merchant concentration; the financial condition of our merchants, particularly in challenging macroeconomic environments; our ability to increase the adoption of our products and to develop and introduce new products; our ability to mitigate the risks involved with selling our products to large enterprises; our ability to retain the services of our executive officers, and other key personnel, including our co-founders; our ability to attract and retain highly qualified personnel, including software engineers and data scientists, particularly in Israel; changes to our prices and pricing structure; our exposure to existing and potential future litigation claims; our exposure to fluctuations in currency exchange rates; our ability to obtain additional capital; risks associated with our proposed share repurchase program, including the risk that the program could increase volatility and fail to enhance shareholder value, risks relating to our ability to obtain authorization and re-authorization, as necessary, by the Tel Aviv District Court Economic Department to permit share repurchases, or other factors; our third-party providers of cloud-based infrastructure; our ability to protect our intellectual property rights; technology and infrastructure interruptions or performance problems; the efficiency and accuracy of our machine learning models and access to third-party and merchant data; our ability to comply with evolving data protection, privacy and security laws; our ability to comply with lending regulation and oversight; the development of regulatory frameworks for machine learning technology and artificial intelligence; our use of open-source software; our ability to enhance and maintain our brand; our ability to execute potential acquisitions, strategic investments, partnerships, or alliances; potential claims related to the violation of the intellectual property rights of third parties; our limited experience managing a public company; our failure to comply with anti-corruption, trade compliance, and economic sanctions laws and regulations; disruption, instability and volatility in global markets and industries; our ability to enforce non-compete agreements entered into with our employees; our ability to maintain effective systems of disclosure controls and financial reporting; our ability to accurately estimate or judgements relating to our critical accounting policies; our business in China; changes in tax laws or regulations; increasing scrutiny of, and expectations for, environmental, social and governance initiatives; potential future requirements to collect sales or other taxes; potential future changes in the taxation of international business and corporate tax reform; changes in and application of insurance laws or regulations; conditions in Israel that may affect our operations; the impact of the dual class structure of our ordinary shares; our status as a foreign private issuer; and other risk factors set forth in the section titled “Risk Factors” in our Annual Report on Form 20-F for the year ended December 31, 2022, filed with the Securities and Exchange Commission (the “SEC”) on February 24, 2023, and subsequent reports we file or furnish with the SEC, and which are accessible on the SEC’s website at www.sec.gov. These statements reflect management’s current expectations, as of the date hereof, regarding future events and operating performance and speak only as of the date of this presentation. You should not put undue reliance on any forward-looking statements. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee that future results, levels of activity, performance and events and circumstances reflected in the forward-looking statements will be achieved or will occur. Except as required by applicable 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.



Key Performance Indicators and Non-GAAP Measures

This presentation contains key performance indicators including GMV and Annual Dollar Retention Rate, as well as non-GAAP measures, including Adjusted EBITDA and Free Cash Flow.

“Gross Merchandise Volume” or “GMV” is defined as the gross total dollar value of orders reviewed through our eCommerce risk intelligence platform during the period indicated, including orders that we did not approve.

“Annual Dollar Retention Rate” is defined as (i) Annual Churn, divided by (ii) our total Billings for the last twelve months as of November of each year, and then subtracted from 100%.

“Annual Churn” is calculated first by multiplying each churned account’s average monthly Billings (calculated based on the last twelve months, or, in instances where a merchant has been using our products for less than twelve months, the period for which the merchant used our products, preceding such churned account’s date of churn) by the number of months remaining after the date of churn in the same fiscal year, which we refer to as lost Billings. After lost Billings are calculated for each churned account, the Company calculates the sum of the lost Billings for all churned accounts to determine Annual Churn.

“Billings” or “amounts billed” is defined as (1) gross amounts invoiced to our merchants and estimates for cancellations and service level agreements for transactions approved during the period plus (2) changes in estimates for cancellations and service level agreements for orders approved in prior periods. Billings excludes credits issued for chargebacks.

Adjusted EBITDA, which is a non-GAAP measure of financial performance, is defined as net profit (loss) adjusted for items that we believe do not directly reflect our core operations such as depreciation and amortization (including amortization of capitalized internal-use software as presented in our statement of cash flows), share-based compensation expense, payroll taxes related to share-based compensation, litigation-related expenses, provision for (benefit from) income taxes, other income (expense) including foreign currency transaction gains and losses and gains and losses on non-designated hedges, and interest income (expense). Management believes that by excluding these items from net profit (loss), Adjusted EBITDA provides useful and meaningful supplemental information. Adjusted EBITDA is used to evaluate our business, measure our performance, identify trends affecting our business, formulate financial projections, develop annual budgets, and make strategic decisions.

Adjusted EBITDA should not be considered in isolation, as an alternative to, or superior to net profit (loss) or other performance measures derived in accordance with GAAP. This metric is frequently used by analysts, investors and other interested parties to evaluate companies in our industry. By providing Adjusted EBITDA, together with a reconciliation to the most comparable U.S. GAAP measure, we believe we are enhancing investors’ understanding of our business and our results of operations, as well as assisting investors in evaluating how well we are executing our strategic initiatives.

Free Cash Flow is defined as net cash provided by (used in) operating activities, less cash purchases of property and equipment, and cash spent on capitalized software development costs. Free Cash Flow provides useful information to management and investors about the amount of cash generated by the business that can be used for strategic opportunities, including investing in our business and strengthening our balance sheet. Free Cash Flow is limited because it does not represent the residual cash flow available for discretionary expenditures. Free Cash Flow is not necessarily a measure of our ability to fund our cash needs.

Use of non-GAAP measures should not be construed as an inference that our future results will be unaffected by unusual or other items. Adjusted EBITDA has limitations as an analytical tool in that it does 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 measures as supplemental measures of our performance. The non-GAAP measures used herein are not necessarily comparable to similarly titled captions of other companies due to different methods of calculation.

See Appendix for reconciliations of these non-GAAP financial measure to the most directly comparable GAAP measures.



The eCommerce Risk Intelligence Leader

RSKD

IPO in July 2021; Only publicly held next-generation eCommerce fraud and risk intelligence company.

\$115bn

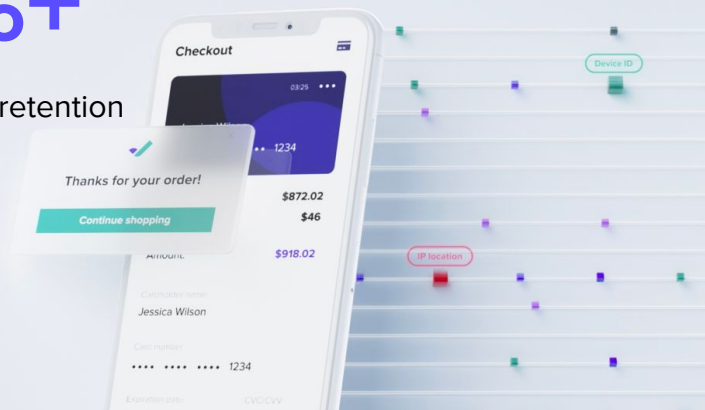
One of the largest reviewers of eCommerce volume (GMV) globally ¹

50+

Publicly held companies among our clients

99%+

Annual dollar retention rate in 2022²



1: GMV based on the actual GMV reviewed by Riskified over the last twelve months

2: Our annual dollar retention rate exceeded 98% in each of the last 4 years

iHerb

PRADA

wish

wayfair

lastminute.com

REVOLVE

FINISH LINE

Strong Q2'23 Financial Performance

Continued Revenue Growth

YoY growth of 21% in Q2'23, an acceleration from 17% in Q1'23.

Improved Bottom-Line

Q2'23 Adjusted EBITDA of (\$4.6) million, a 67% year-over-year improvement.¹

Share Repurchase Program

Up to \$75 million share repurchase program authorized by Board, subject to receipt of Israel court approval.

Approaching Profitability

Anticipate profitability on an Adjusted EBITDA¹ basis in Q4'23 and on annual basis in 2024.

¹: A reconciliation of Adjusted EBITDA to the most directly comparable GAAP financial measure, Net Profit (Loss), is provided in the Appendix.



We Operate in Massive Markets With Strong Tailwinds

Solving Problems That Touch eCommerce Orders



\$5.8 trillion
global eCommerce
GMV in 2023¹

~\$8.60 trillion
global eCommerce
GMV in 2027¹

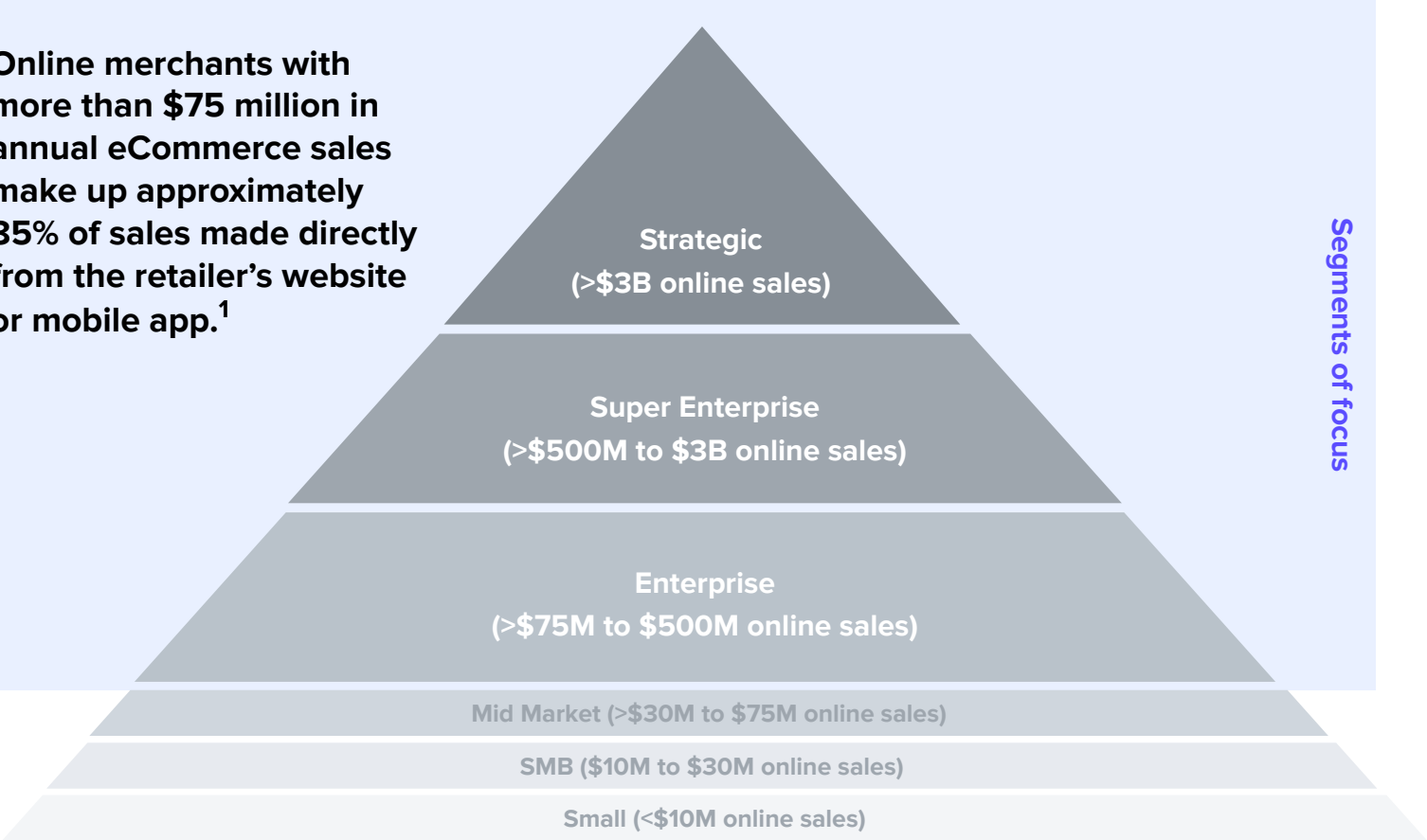
¹ Source: eMarketer (June 2023).

² GMV based on the actual GMV reviewed by Riskified over the last twelve months



Direct Sales Force Focused on the World's Largest Merchants

Online merchants with more than \$75 million in annual eCommerce sales make up approximately 85% of sales made directly from the retailer's website or mobile app.¹



¹Source: Management calculations based on data provided by ecommerceDB (2022).



eCommerce Has Massive Friction Points

An iceberg diagram illustrating the hidden costs of eCommerce. The tip of the iceberg, which is visible above the water line, is labeled 'Friction & Lost Sales'. The much larger part of the iceberg, which is submerged below the water line, is divided into several sections representing hidden pain points: 'Fraud & Chargebacks', 'Abuse & Policy Enforcement', 'Banking & Payments', and 'Account Security'.

Friction & Lost Sales

Fraud & Chargebacks

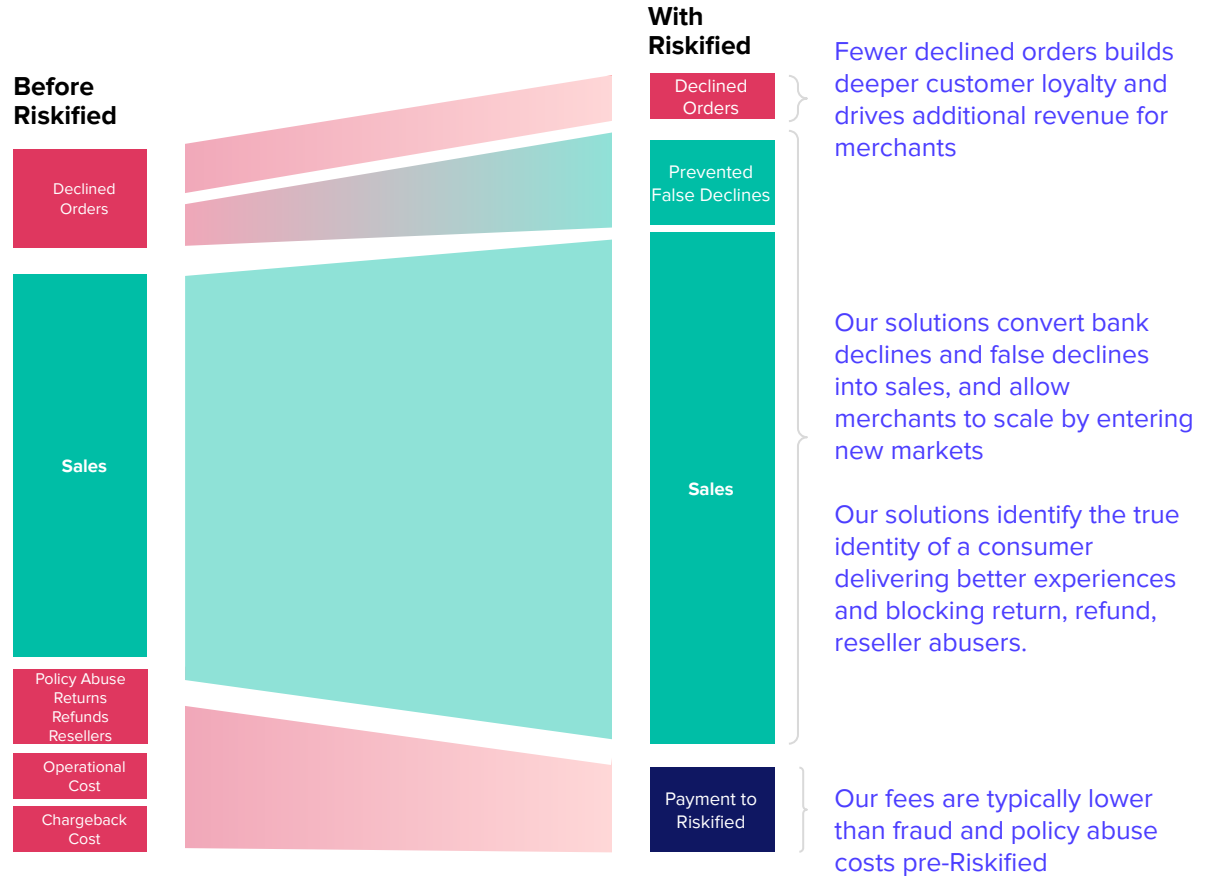
Abuse & Policy Enforcement

Banking & Payments

Account Security

- Customer Frustration Leads to Lost Merchant Sales
- Numerous, Complicated and Expensive Pain Points

Riskified Value Proposition: Significant Sales Uplift and Attractive ROI



Partnering with Riskified makes merchants smarter & more profitable

FORRESTER™

Financial analysis found benefits

594% ROI

over three years

“

Riskified is the **best-in-class organization in eCommerce fraud management**. I feel like I'm just picking up the phone to call someone I work with. I've dealt with vendors for over 26 years and never experienced that.

Forrester TEI Report



**Best Security Solution
2023**

Proven ability to boost margins*

8%

Average **revenue** growth

39%

Average **reduction** in costs

Powerful network effect

2.5B+

Orders enriched, reviewed, and analyzed to date.

Empowering eCommerce



Our mission is to empower businesses to realize the full potential of eCommerce by making it safe, accessible and frictionless through machine learning

*Refer to Appendix.



What Sets Riskified Apart



Labelling – Closed loop system with high quality data purity



Network – Scaled merchant network of pre-eminent eCommerce brands



Integration – Deeply integrated delivery model driving strong retention



Performance Management – Active monitoring, segmentation and optimization

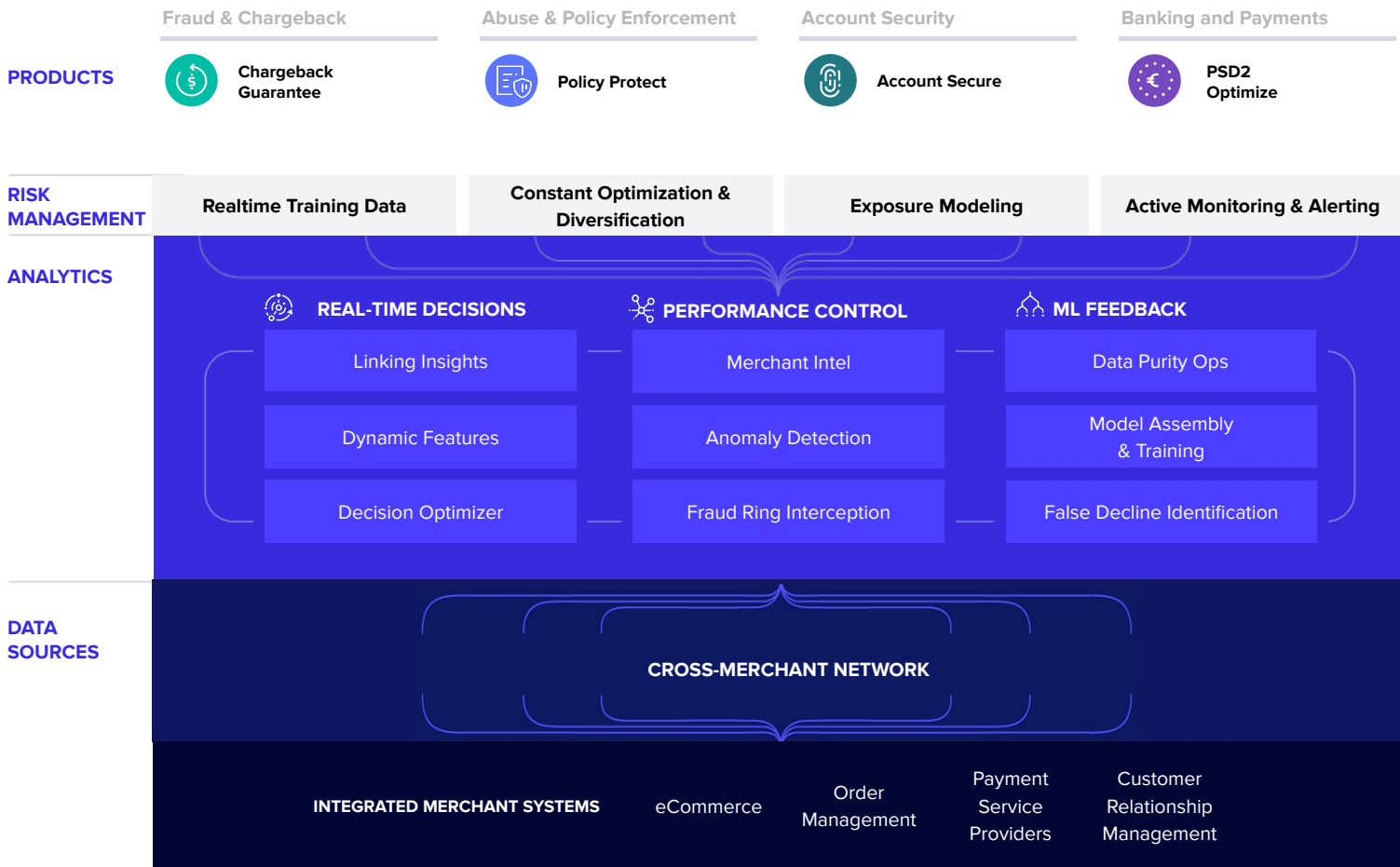


Innovative Tech Platform – Proprietary AI capabilities applicable to vast use cases



Innovative Technology Platform

- Automated, real-time solutions
- Full transparency provides merchants insight into our decisions & performance
- AI models improve with every login and transaction reviewed
- Scalable technology platform

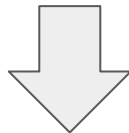


Guidance Outlook

Updated Revenue Guidance for 2023

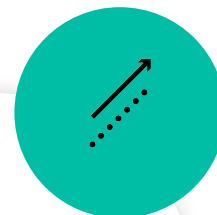
Guidance as of Q1'23

Revenue	\$297M	-	\$303M
Adjusted EBITDA	(\$17M)	-	(\$12M)



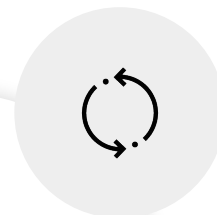
Updated Guidance as of Q2'23

Revenue	\$298M	-	\$303M
Adjusted EBITDA	(\$17M)	-	(\$12M)
YTD Weighted Average Shares Outstanding	185.8 Million		



\$300.5M

Revenue
Midpoint



~(\$15M)

Adjusted EBITDA
Midpoint

Q2 2023 Business Highlights



Growth Outside and within Tickets & Travel: We continued to see strong growth in our Tickets and Travel vertical, propelled by the ongoing activity in live-events and experiences. Outside of this category, for the first time in several quarters our other verticals, in aggregate resumed their growth trajectories in the second quarter, an encouraging development, and a sign of the fundamental health of our overall business.



Further Diversification of the Business Outside of the United States: Deepened our geographic reach with the onboarding of new merchants. Eight of the top 10 new merchants won during the second quarter represented regions outside of the United States. In particular, we added new merchants in Canada, United Kingdom, France, Australia and China, all exciting areas of expansion.



Announced Relationship with Global Leader in eCommerce Dedicated to Health and Wellness: Merchant is leveraging Riskified's eCommerce fraud and risk intelligence platform with the objective of boosting approval rates and revenues, streamlining its manual review processes, and minimizing fraud losses. Riskified's machine learning platform now automates the review of all transactions, improving the speed and accuracy of fraud detection and decision-making. As a result of the relationship with Riskified, only 1.5% of transactions require additional manual review, a reduction of over 90%.



Q2 2023 Business Highlights (continued)



Successful Cross-Sell of Policy Protect: During the second quarter of 2023, we went live with our Policy Protect product with an existing Enterprise level merchant in the electronics industry. Using Policy Protect, Riskified is able to help solve abusive returns and block bad customers upon checkout, potentially saving millions in returns for the merchant, and addressing a large and growing problem.



Completed Integration with Enterprise eCommerce Platform commercetools: In August 2023, we completed a critical integration with commercetools, a global leader in composable commerce, to seamlessly deliver Riskified's award-winning product Chargeback Guarantee at scale. The integration solidifies an innovation-led partnership that enables merchants to leverage Riskified's AI-driven approach to increase eCommerce approval rates, lower chargeback and fraud losses, and improve operational efficiencies.

Q2 2023 Business Highlights (continued)

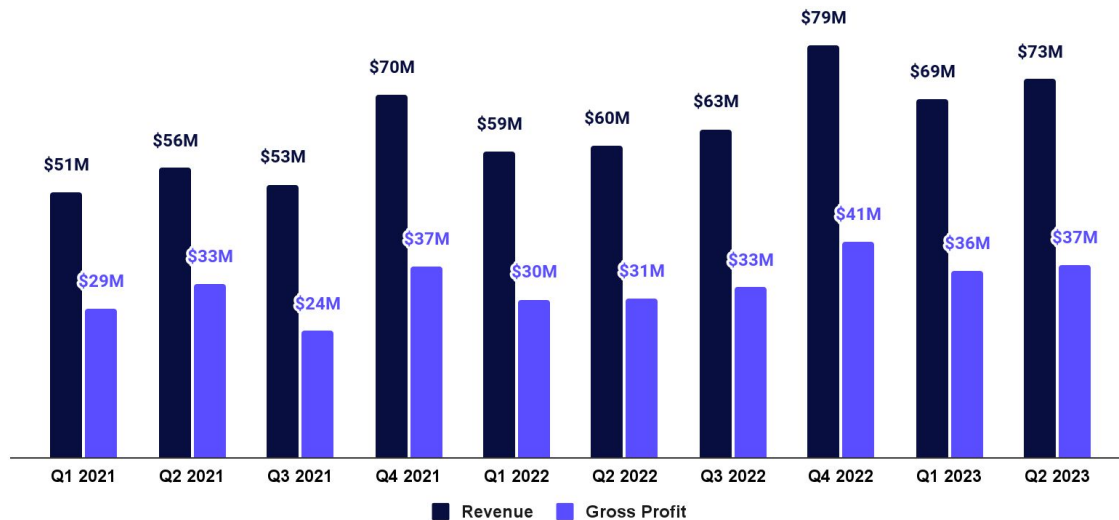


Board Authorizes Share Repurchase Program: Our Company's Board of Directors authorized the repurchase of up to \$75 million of the Company's ordinary shares, subject to receipt of approval by the Tel Aviv District Court Economic Department (the "Israeli court"). Share repurchases are expected to be used to manage share dilution and to take advantage of attractive repurchase opportunities. Our strong balance sheet, with zero debt and approximately \$480 million of cash, deposits and accrued interest as of June 30, 2023, enables us to continue investing in the growth of our business, and simultaneously enhance shareholder value through a share repurchase program.



Hosted Riskified's Annual Merchant Summit: The 2023 summit, Ascend, was attended by over 120 merchant contacts and prospects from over ten countries and across all major verticals, and represented an increase in participation from the prior year. Ascend brings together eCommerce industry leaders and experts united in tackling emerging challenges in fraud, policy abuse, and payments.

Q2 2023 Financial Highlights



GMV

\$31.0B

Revenue

\$72.8M

Gross Profit

\$37.0M

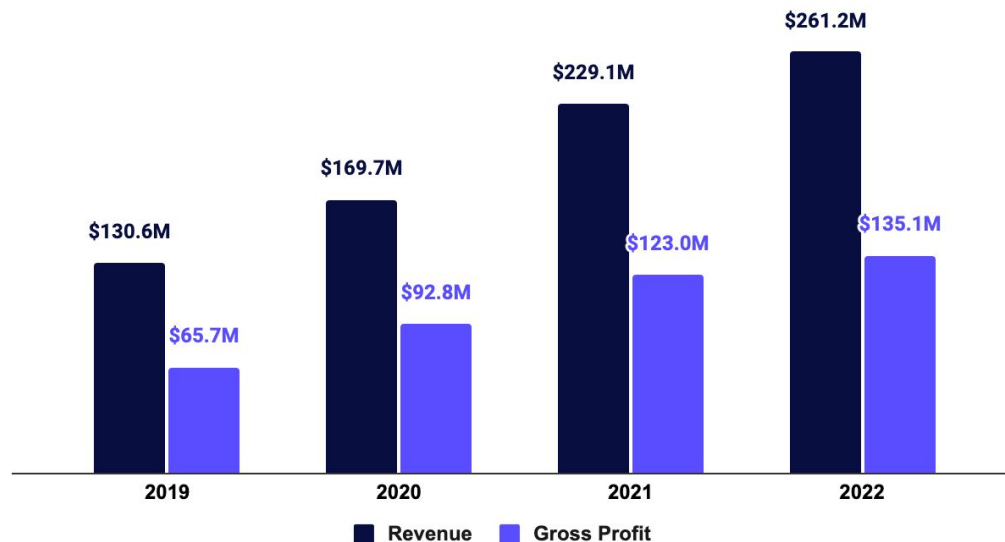
Adjusted EBITDA⁽¹⁾

\$(4.6M)

⁽¹⁾ A reconciliation of Adjusted EBITDA to its most directly comparable GAAP financial measure, Net Profit (Loss), is provided in the Appendix.



FY 2022 Financial Highlights



GMV

\$105.6B

Revenue

\$261.2M

Gross Profit

\$135.1M

Adjusted EBITDA⁽¹⁾

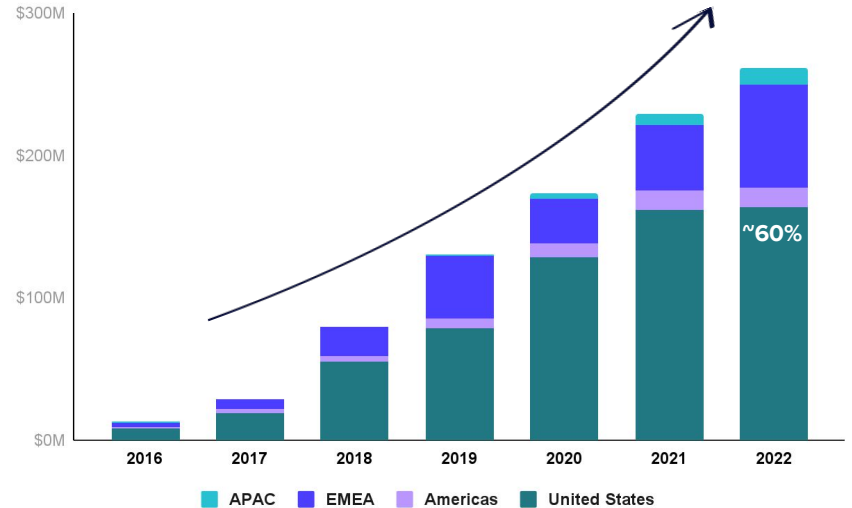
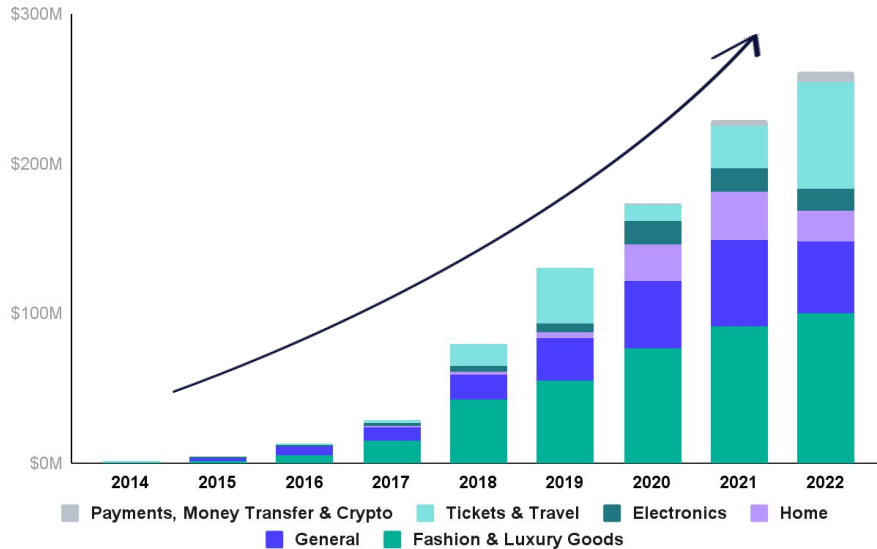
\$(37.1M)

⁽¹⁾ A reconciliation of Adjusted EBITDA to its most directly comparable GAAP financial measure, Net Profit (Loss), can be found in our Q4 2022 Earnings Release on Form 6-K, filed with the SEC on February 23, 2023.



Industry and Geo Billings Trends

Over time, we have continued to diversify across industries and geographies, with accelerated growth in both EMEA and APAC

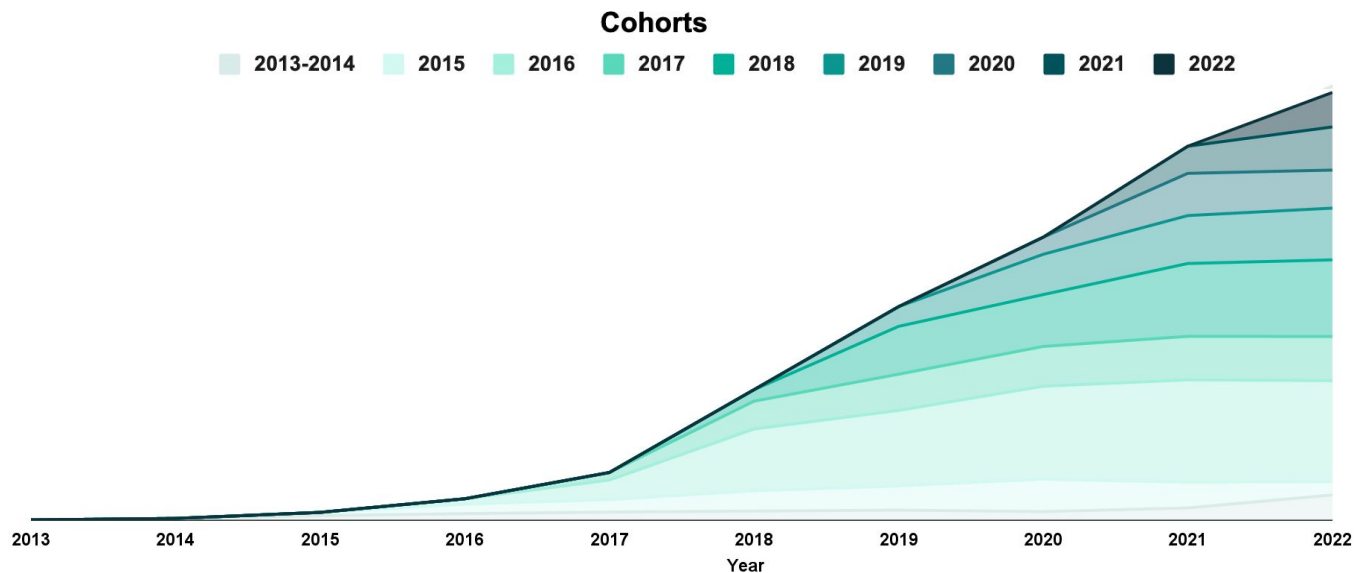


Existing Customer Penetration

We have increased billings from our **mature cohorts**⁽²⁾ by ~200%.⁽³⁾

We believe our more **recent cohorts** represent a similar expansion opportunity.

Billings Growth by Cohort⁽¹⁾



⁽¹⁾ Each "cohort" includes all of the accounts that onboarded to the Riskified platform in a given year. For example, the 2022 cohort includes all the accounts that onboarded to the Riskified platform during the year ended December 31, 2022.

⁽²⁾ "Mature cohorts" refers to 2013 - 2017 cohorts.

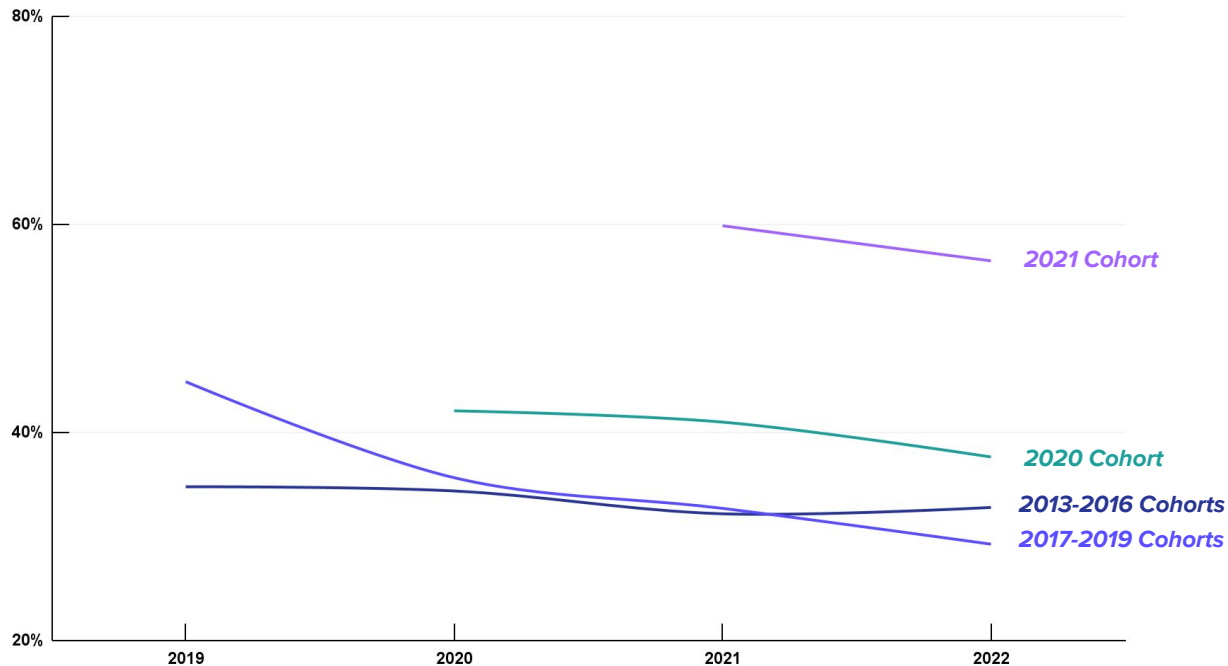
⁽³⁾ Based on 2021 Billings compared with the first full year of Billings for each mature cohort.



CTB Cohorts Over Time

While CTB ratios fluctuate from period to period as a result of various factors, including changes in industry mix within cohorts, over the long-term we have been able **to consistently demonstrate improvements on a cohort basis.** We believe that this highlights the strength of our AI and our scalable financial model.

CTB Ratio by Cohort⁽¹⁾



⁽¹⁾ For the purposes of this analysis, a "cohort" includes only the segments of eCommerce transaction volume submitted to the Riskified platform by new or existing merchants in a given year. For example, if a new merchant submitted only certain segments of their total eCommerce transaction volume to the Riskified platform in 2021, only those segments are included in the 2021 cohort. If the same merchant submitted new or additional segments of their eCommerce transaction volume to the Riskified platform in 2022, those additional segments are included in the 2022 cohort.



Appendix

Q2 and 1H 2023 GAAP Financial Results

\$ in thousands	Q2'22	Q2'23	1H FY'22	1H FY'23
Revenue	59,932	72,766	118,777	141,673
Cost of revenue	29,326	35,743	57,803	68,809
Gross profit	30,606	37,023	60,974	72,864
Operating expenses:				
Research and development	17,947	18,264	36,060	37,058
Sales and marketing	23,057	23,216	46,335	45,339
General and administrative	22,554	17,629	44,506	35,542
Total operating expenses	63,558	59,109	126,901	117,939
Operating profit (loss)	(32,952)	(22,086)	(65,927)	(45,075)
Interest income (expense), net	1,319	5,617	1,993	11,064
Other income (expense), net	(44)	503	(76)	1,248
Profit (loss) before income taxes	(31,677)	(15,966)	(64,010)	(32,763)
Provision for income taxes	1,516	928	2,596	2,082
Net profit (loss)	(33,193)	(16,894)	(66,606)	(34,845)



Q2 and 1H 2023 Reconciliation of GAAP Net Profit (Loss) to Adjusted EBITDA

\$ in thousands	Q2'22	Q2'23	1H FY'22	1H FY'23
GAAP Net profit (loss)	(33,193)	(16,894)	(66,606)	(34,845)
Non GAAP expenses:				
Share-based compensation expense	18,136	15,799	36,523	32,155
Payroll taxes related to share-based compensation	77	129	90	277
Depreciation and amortization	949	1,263	1,928	2,546
Interest income, net	(1,319)	(5,617)	(1,993)	(11,064)
Other (income) expense, net	44	(503)	76	(1,248)
Provision for income taxes	1,516	928	2,596	2,082
Litigation Related Expenses	0	309	0	342
Adjusted EBITDA	(13,790)	(4,586)	(27,386)	(9,755)

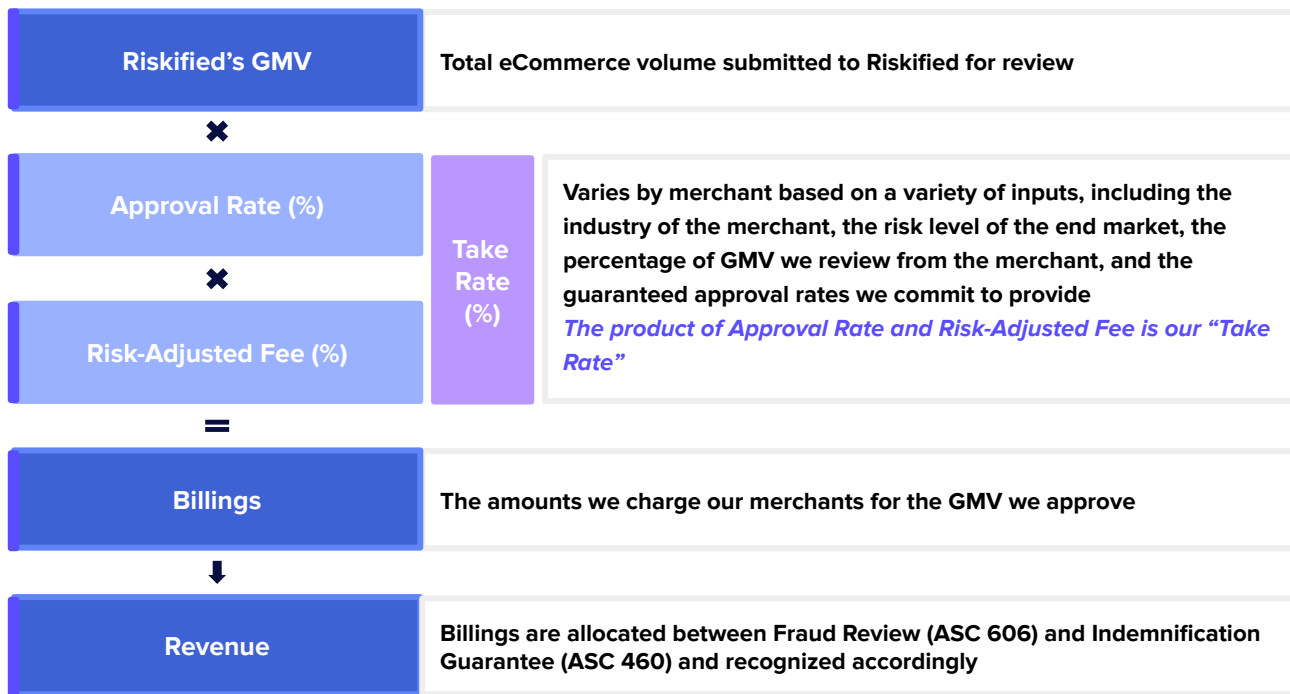


Q2 and 1H 2023 Reconciliation of Net Cash Provided by (Used In) Operating Activities to Free Cash Flow

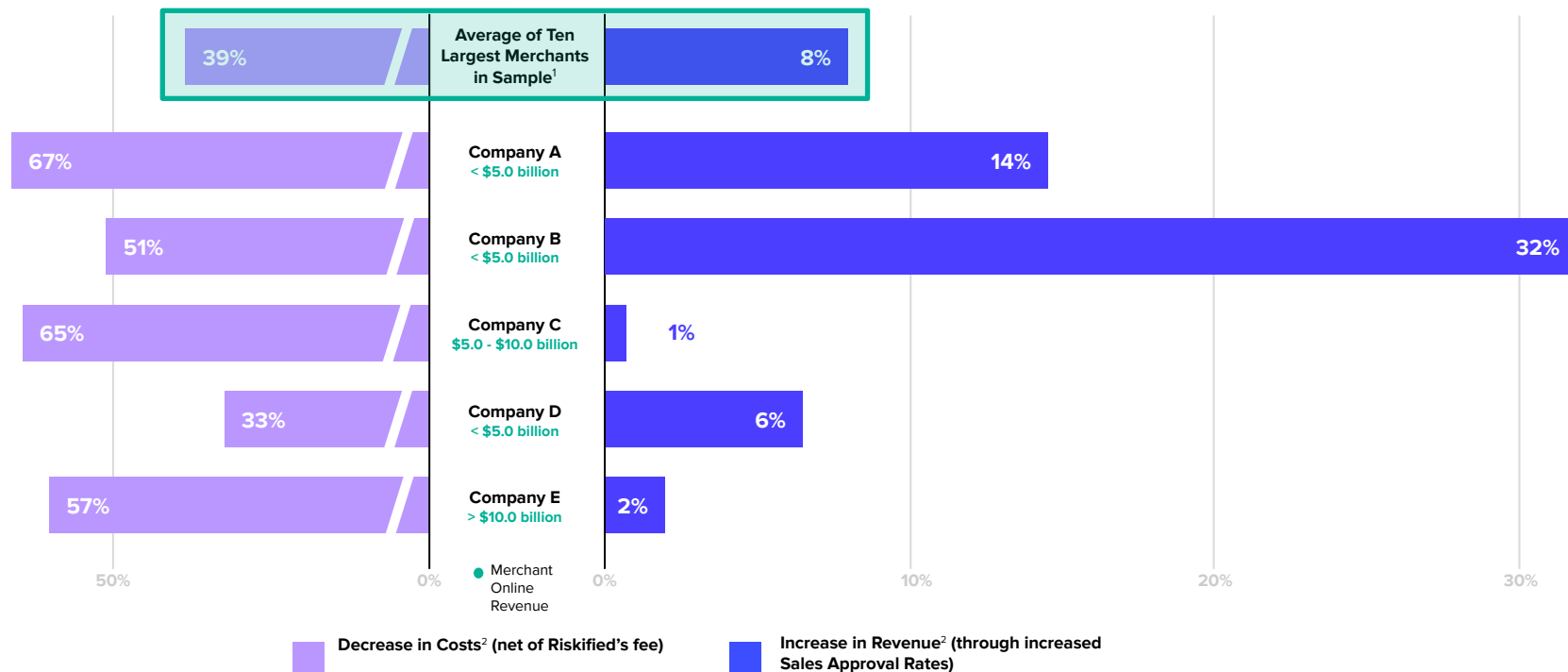
\$ in thousands	Q2'22	Q2'23	1H FY'22	1H FY'23
Net cash provided by (used in) operating activities	(12,346)	(4,866)	(19,372)	(4,637)
Purchases of property and equipment	(434)	(61)	(2,979)	(248)
Capitalized software development costs	(545)	-	(972)	-
Free Cash Flow	(13,325)	(4,927)	(23,323)	(4,885)

Chargeback Guarantee Revenue Model Flow

Transforming GMV
into Revenue



We Increase Merchants' Revenue & Decrease Costs



¹ Analysis performed using the ten largest merchants that provided pre-Riskified performance data to us. These merchants were ranked by Billings over the period from November 1, 2020 to January 31, 2021 and collectively represent approximately 35% of total Billings for the year ended December 31, 2020.

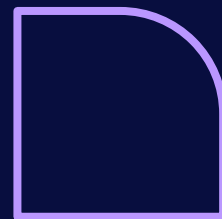
² The change in sales approval rate represents the difference in total dollar-based orders cleared and accepted by the merchant's fraud review process, expressed as a percentage of dollar-based order volume. Cost reductions reflect the merchant's decrease in dollar-based chargeback costs after accounting for Riskified's fee. There may be additional costs associated with fraud prevention for the pre-Riskified period.

Both calculations compare (a) the sampled merchants' average post-Riskified performance over (i) the latest 12-month period as of January 31, 2021, or (ii) where 12-months of data was not available, the most recent period available, or (iii) in one instance, the 12-month period after the merchant began submitting almost all of its online transactions to us for approval decisions using the Chargeback Guarantee, with (b) the sampled merchants' average pre-Riskified performance for the time period such merchants shared with us. "Pre-Riskified" approval rate and chargeback cost methodologies may vary by merchant.





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