riskified

May 2022

Investor Presentation

Forward-Looking Statements

Certain statements in this presentation release may constitute “forward-looking” statements and information, within the meaning of Section 27A of the Securities Act of 1933, Section 21E of the Securities Exchange Act of 1934, and the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995 that relate to our current expectations and views of future events. In some cases, these forward-looking statements can be identified by words or phrases such as “may,” “might,” “will,” “could,” “would,” “should,” “expect,” “plan,” “anticipate,” “intend,” “seek,” “believe,” “estimate,” “predict,” “potential,” “continue,” “contemplate,” “possible” or similar words. These forward-looking statements are subject to risks, uncertainties and assumptions, some of which are beyond our control. In addition, these forward-looking statements reflect our current views with respect to future events and are not a guarantee of future performance. 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 limited operating history and ability to manage our growth; our history of net losses and anticipated increasing operating expenses; our ability to achieve profitability; our ability to maintain and enhance our brand; our ability to attract new merchants, retain existing merchants and increase the sales of our products to existing enterprises; our dependence on the continued use of credit cards and other payment methods that expose our merchant to the risk of payment fraud; changes in laws and regulations related to the use of credit cards, such as PSD2, which have and may continue to impact our GMV and to change or reduce the use cases for our products; our ability to successfully implement our business plan in light of macroeconomic conditions, such as economic downturn, changes in consumer behavior (including as a result of COVID-19 related restrictions), global supply chain issues and other factors that may impact eCommerce volumes and that may impact the demand for our services or have a material adverse impact on our and our business partners’ financial condition and results of operations; our ability to continue to improve our machine learning models or if our machine learning models contain errors or are otherwise ineffective or do not operate property; our ability to predict our future revenue given our lengthy sales cycles; seasonality; our ability to operate in a highly competitive industry; merchant concentration; our ability to achieve desired operating margins; our compliance with a wide variety of U.S. and international laws and regulations; our ability to develop enhancements to our products; our dependence on our executive officers and senior management, and our ability to attract new talent, particularly in Israel; our limited experience in determining the optimal pricing for our products; our ability to obtain additional financing on favorable terms or at all; our reliance on Amazon Web Services; our ability to detect errors, defects or disruptions in our platform; our ability to protect our merchants' and their consumers’ personal or other data from a security breach and to comply with laws and regulations relating to consumer data privacy and data protection; our ability to expand into markets outside the United States; our ability to effectively expand our sales force to facilitate revenue growth; the concentration of our voting power as a result of our dual class structure; and other risk factors set forth in the section titled “Risk Factors” in our Annual Report on Form 20-F, filed with the Securities and Exchange Commission (the “SEC”) on February 25, 2022, and other documents filed with or furnished to the SEC, and which are accessible on the SEC’s website at www.sec.gov. These statements reflect management’s current expectations 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, after the date on which the statements are made or to reflect the occurrence of unanticipated events.

Key Performance Indicators and Non-GAAP Metrics

This presentation contains key performance indicators including GMV and CTB Ratio as well as non-GAAP metrics, including Adjusted EBITDA and non-GAAP operating expenses.

We define GMV as the gross total dollar value of orders received by our merchants and reviewed through our eCommerce risk management platform during the period indicated, including orders that we did not approve. Chargebacks-to-billings ratio" or "CTB Ratio" is defined as the total amount of chargeback expenses incurred during the period indicated divided by the total amount of Billings to all of our merchants (unless the context notes otherwise) over the same period. We define Adjusted EBITDA as net profit (loss) adjusted to remove the effects of the provision for income taxes, interest income, net, other income (expense), net, depreciation and amortization, share-based compensation expense, and payroll taxes related to share-based compensation. We define non-GAAP operating expenses as GAAP operating expenses adjusted to remove the effects of depreciation and amortization, share-based compensation expense, and payroll taxes related to share-based compensation.

Adjusted EBITDA is a non-GAAP metric that management and our board of directors use as a supplemental measure of our performance because it assists us in comparing our operating performance on a consistent basis, as it removes the impact of items that we believe do not directly reflect our core operations. We also use Adjusted EBITDA 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 to evaluate our capacity to expand our business.

Adjusted EBITDA and non-GAAP operating expenses 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. These metrics are frequently used by analysts, investors and other interested parties to evaluate companies in our industry. By providing these non-GAAP metrics 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.

These non-GAAP metrics should not be construed as an inference that our future results will be unaffected by unusual or other items. Adjusted EBITDA and non-GAAP operating expenses have limitations as analytical tools in that 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. The non-GAAP metrics used herein are not necessarily comparable to similarly titled captions of other companies due to different methods of calculation.

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

Meet Riskified

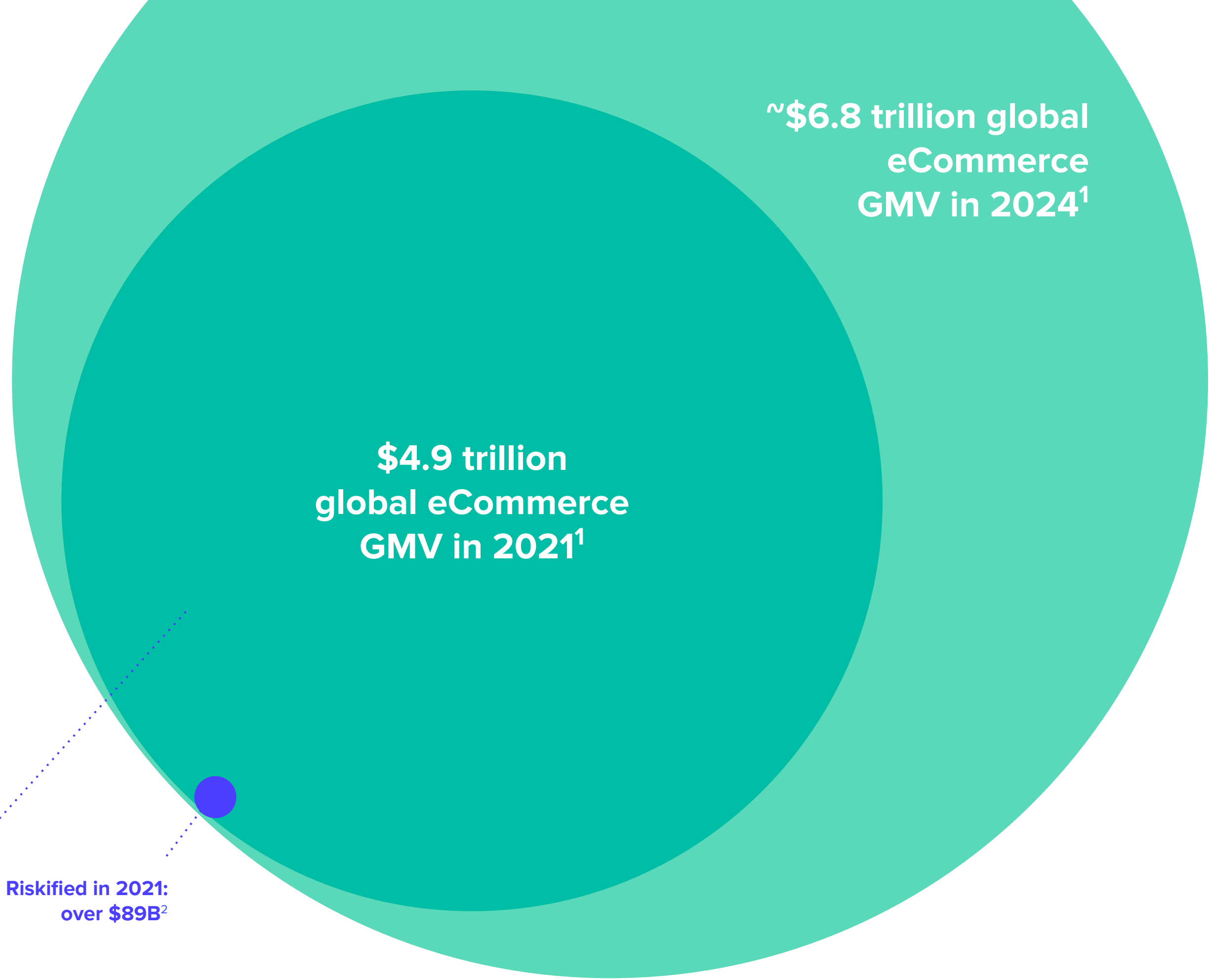
Our mission is to empower businesses to realize the full potential of eCommerce by making it safe, accessible and frictionless.

- Increased sales approval rates by up to 20%[1]
- Reduced costs by up to 60%[1]
- Eliminate significant customer friction, power omnichannel commerce and open new, global markets

[1] Based on billings of ten largest merchants in sample. Certain merchants in sample saw increases in sales approval rates and reductions in costs that exceed 20% and 60%, respectively. See slide 10.

We Operate in Massive Markets With Strong Tailwinds

Solving Problems That Touch All eCommerce Orders

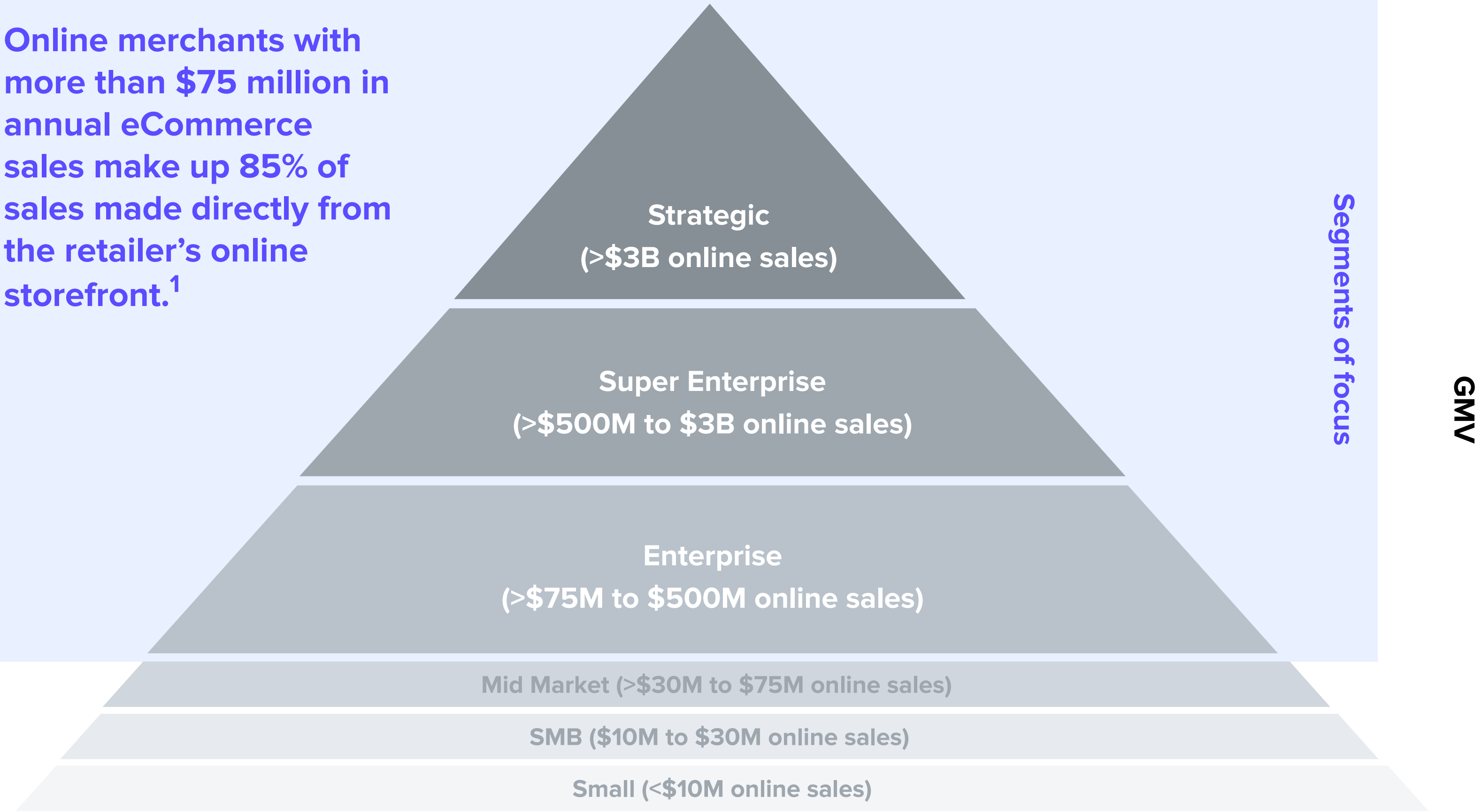


Online merchants with more than $75 million in annual online sales make up 85% of eCommerce sales made directly from the retailer's website or mobile app.

[1] Source: eMarketer 2022
[2] GMV as of Dec 31, 2021

Direct Sales Force Focused on the World’s Largest Merchants

Online merchants with more than $75 million in annual eCommerce sales make up 85% of sales made directly from the retailer’s online storefront.[1]



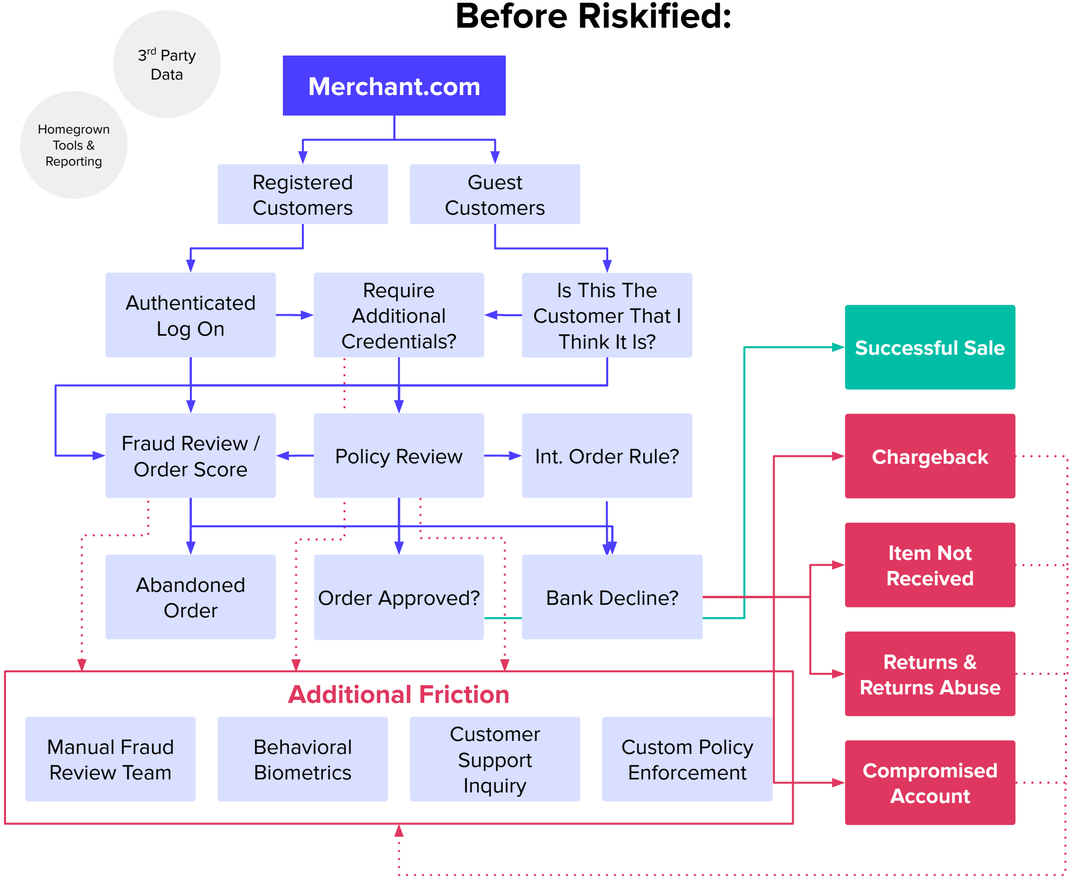
[1] According to management calculations based on data provided by eCommerceDB (2021).

eCommerce Has Massive Friction Points

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

Riskified Enables Frictionless eCommerce

Before Riskified:



With Riskified:

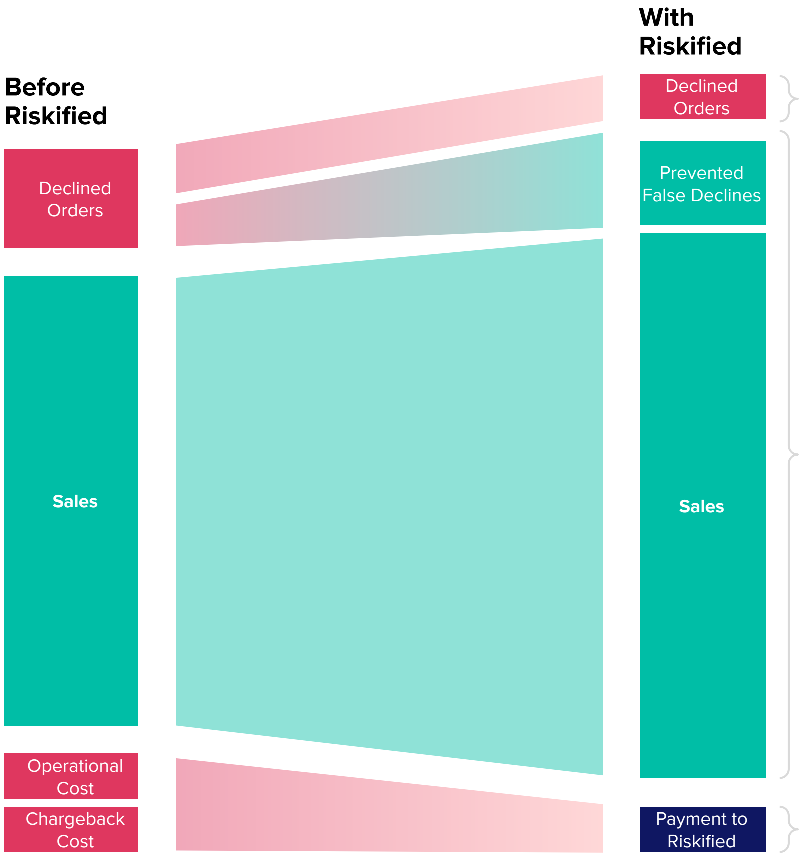
Higher approval rates

Lower operating costs

New market penetration

Better user experience

Riskified Value Proposition: Significant Sales Uplift and Attractive ROI[A]



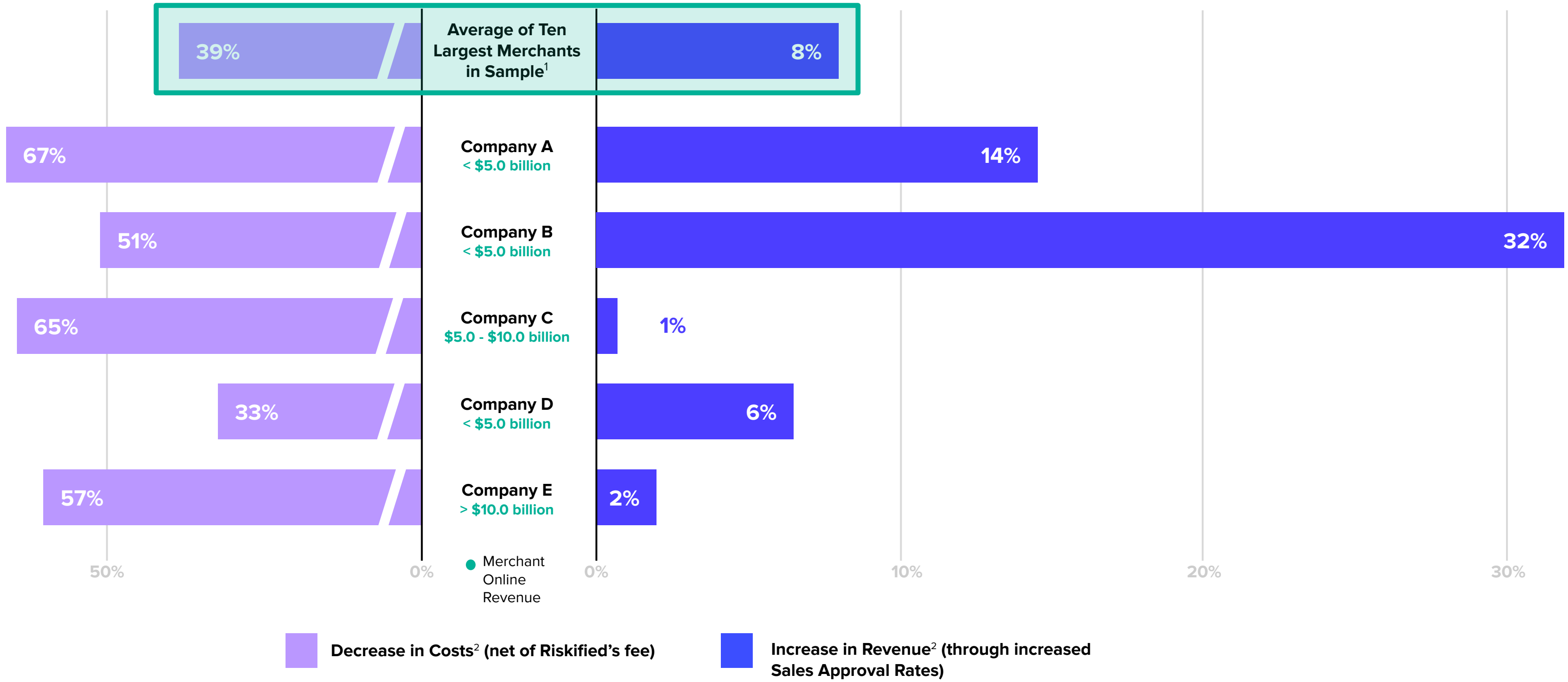
Fewer declined orders builds deeper customer loyalty and drives additional revenue for merchants

Our solutions convert bank declines and false declines into sales, and allow merchants to scale by entering new markets

Our fees are typically lower than fraud-management costs pre-Riskified

[A] See footnote (A) in the Endnotes.

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.

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 merchant level data**

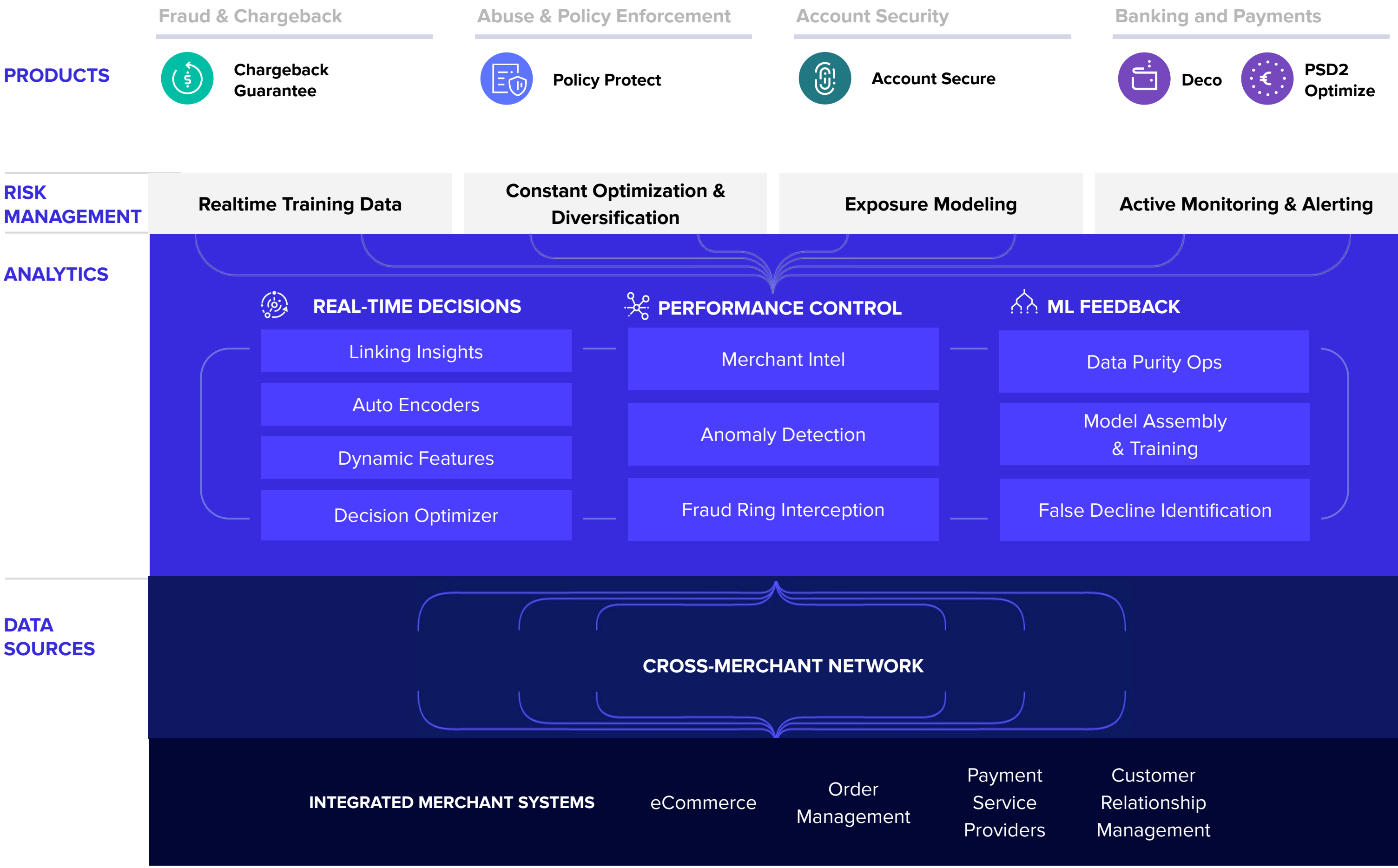
Performance Management – **Active monitoring, segmentation and optimization**

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

[1] Merchants receive the benefit of Riskified's access to other merchant's data but do not actually have access to that data themselves.

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



Our Platform Gets Stronger with Each Dollar Processed and Merchant Added

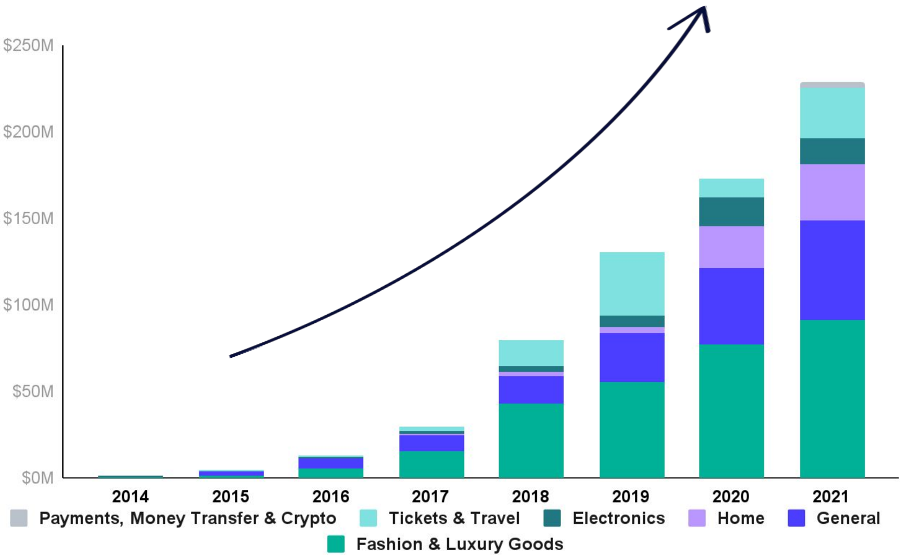
Revenue Model Flow

Transforming GMV into Revenue

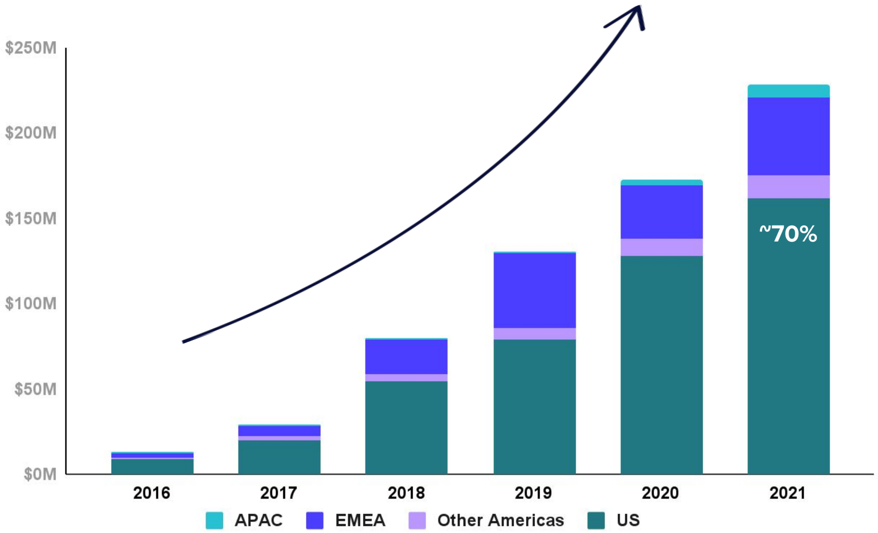
Riskified's GMV	Total eCommerce volume submitted to Riskified for review
✖	
Approval Rate (%) ✖ **Risk-Adjusted Fee (%)** — **Take Rate (%)**	Varies by merchant based on a variety of inputs, including the industry of the merchant, the risk level of the end market, the percentage of GMV we review from the merchant, and the guaranteed approval rates we commit to provide *The product of Approval Rate and Risk-Adjusted Fee is our "Take Rate"*
=	
Billings	The amounts we charge our merchants for the GMV we approve
⬇	
Revenue	Billings are allocated between Fraud Review (ASC 606) and Indemnification Guarantee (ASC 460) and recognized accordingly

Industry and Geo Billings Trends

Diversification across industries continues due to accelerated penetration in emerging industries and the addition of new ones



We continue to diversify across the globe, with accelerated growth in both EMEA and APAC



Q1’22 Financial Highlights

GMV

$22.7B

Revenue

$58.8M

Gross Profit

$30.4M

Adjusted EBITDA

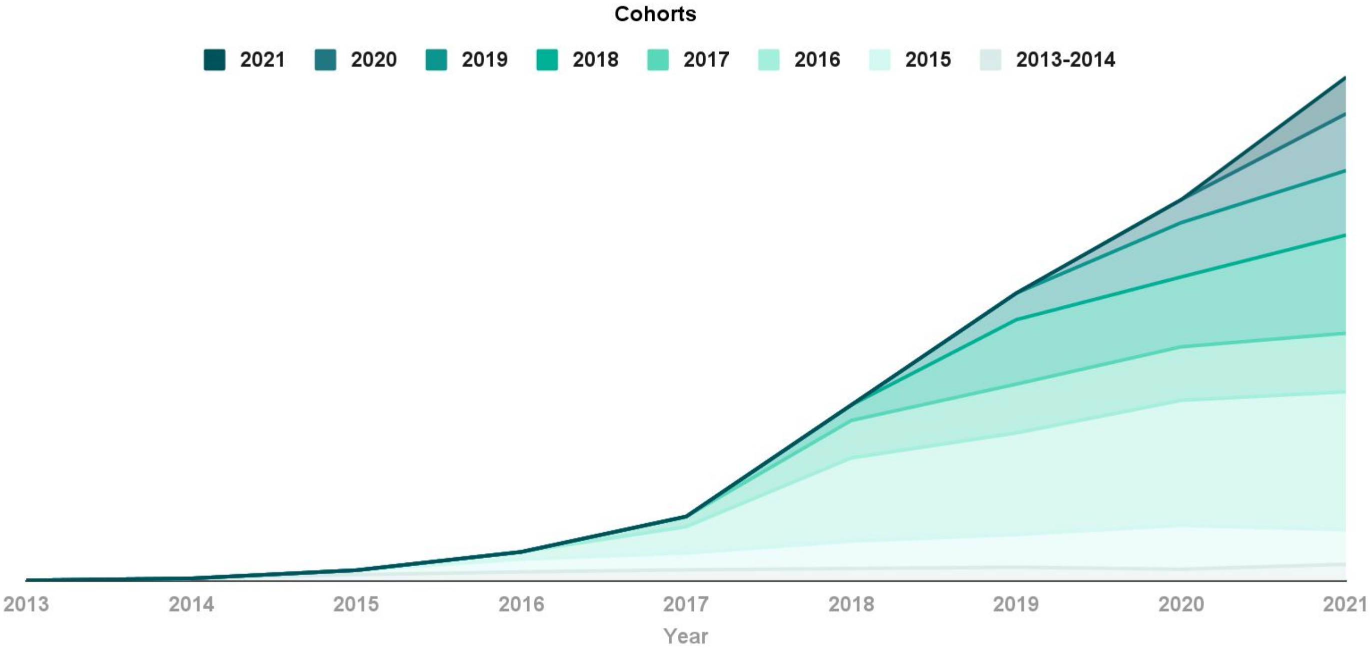
$(13.4M)

Existing Customer Penetration

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

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

Billings Growth by Cohort[1]

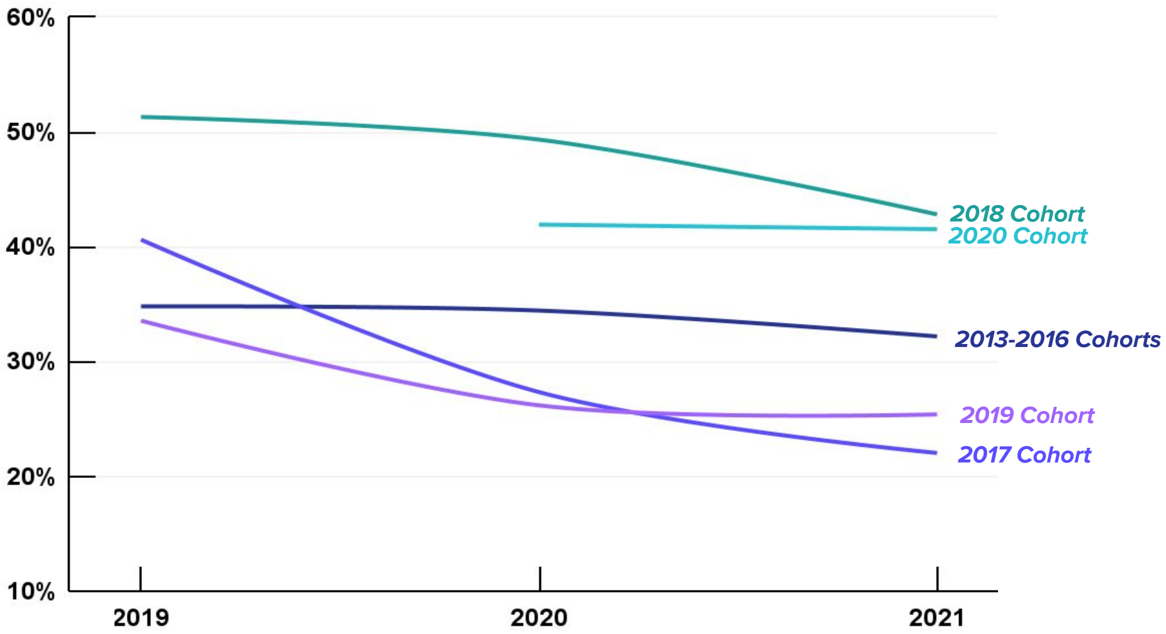


[1] Each cohort includes all of the accounts that onboarded to the Riskified platform in a given year. For example, the 2021 cohort includes all the accounts that onboarded to the Riskified platform during the year ended December 31, 2021.
[2] Refers to 2013 - 2017 cohorts.
[3] Based on 2021 Billings compared with the first full year of Billings for each mature cohort.

CTB Cohorts Over Time

Over the last three years, we have been able to **consistently improve the CTB ratio** for each cohort, demonstrating 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 2019, only those segments are included in the 2019 cohort. If the same merchant submitted new or additional segments of their eCommerce transaction volume to the RIskified platform in 2020, those additional segments are included in the 2020 cohort.

Appendix

Q1’22 GAAP Financial Results

$ in thousands	Q1'22	Q1'21
Revenue	58,845	51,083
Cost of revenue	28,477	22,455
Gross profit	**30,368**	**28,628**
Operating expenses:		
Research and development	18,113	11,694
Sales and marketing	23,129	12,672
General and administrative	21,952	7,611
Total operating expenses	**63,194**	**31,977**
Operating profit (loss)	**(32,826)**	**(3,349)**
Interest income (expense), net	674	34
Other income (expense), net	(32)	(39,722)
Profit (loss) before income taxes	**(32,184)**	**(43,037)**
Provision for income taxes	1,080	615
Net profit (loss)	**(33,264)**	**(43,652)**

Q1’22 Reconciliation of GAAP Net Profit (Loss) to Adjusted EBITDA

$ in thousands	Q1'22	Q1'21
GAAP Net profit (loss)	**(33,264)**	**(43,652)**
Non-GAAP Adjustments:		
Share-based compensation expense	18,387	2,549
Payroll taxes related to share-based compensation	13	0
Depreciation and amortization	979	504
Interest income, net	(674)	(34)
Other (income) expense, net	32	39,722
Provision for income taxes	1,080	615
Adjusted EBITDA	**(13,447)**	**(296)**

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