Forward-looking statements

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Forward-looking statements can be identified by words such as “anticipate,” “believe,” “estimate,” “expect,” “goal,” “intend,” “likely,” “may,” “plan,” “project,” “seek,” “should,” “strategy,” “will,” and similar expressions. All statements other than statements of historical fact could be deemed forward looking, including, but not limited to, statements regarding our future performance and our market opportunity. These forward-looking statements are based on our management's current beliefs, expectations, and assumptions regarding future events and are therefore subject to a number of known and unknown risks, uncertainties, assumptions, and other factors that may cause actual results, performance, or achievements to differ materially from results expressed or implied in this presentation. Investors are cautioned not to place undue reliance on these statements. Among the factors that could cause actual results to differ materially from those indicated in the forward-looking statements are risks and uncertainties described from time to time in the Company's filings with the Securities and Exchange Commission. All forward-looking statements are based on information and estimates available to the Company at the time of this presentation and are not guarantees of future performance. Except as required by law, we assume no obligation to update any of these forward-looking statements.

Industry Information

Information, including forecasts and estimates regarding market and industry statistics contained in this presentation, is based on information available to us that we believe is reliable; however, there can be no assurance that this information will prove accurate in whole or in part. Such information is generally based on publications that are not produced for purposes of economic analysis.

For definitions of any industry terms not otherwise defined on a slide, please refer to the Appendix at the end of this presentation.

Non-GAAP Financial Measures

To supplement our financial information presented in accordance with generally accepted accounting principles in the United States (“GAAP”), we consider and present certain non-GAAP financial measures. These non-GAAP measures are presented in addition to, and not as a substitute for or superior to, measures of financial performance presented in accordance with GAAP. The non-GAAP measures used by the Company may differ from the non-GAAP measures used by other companies. Information regarding our non-GAAP financial measures, including between these non-GAAP measures and the related GAAP measures, are included in the Appendix to this presentation.
Growth at scale

Strong year-over-year gross profit growth and >40% 5-year CAGR

2018 and 2019 performance excludes gross profit from Caviar, which was sold in 2019. Please see Appendix for non-GAAP reconciliations. Corporate & Other includes emerging initiatives and intersegment eliminations. In the fourth quarter of 2023, we began reporting the financial results of our BNPL platform fully within Cash App, rather than allocating 50% of revenue and gross profit to each of Square and Cash App. The prior period segment financial information in this presentation has been revised to conform to the new segment reporting. Please see the reconciliations at the end of this presentation for select financial results related to this segment reorganization.
Focus on improving profitability

Operating Income (Loss)

-2019: $27M
-2020: $161M
-2021: ($19M)
-2022: ($279M)
-2023: ($625M)

Margins above are all calculated as a percent of gross profit. In 2023, Other income, net included a remeasurement gain on our bitcoin investment of $207 million upon adoption of the new accounting guidance on accounting for crypto assets. Reconciliations of non-GAAP financial measures used in this letter to their nearest GAAP equivalents are provided at the end of this letter. Please see these reconciliations for a description of certain items that affected operating income (loss) and net income (loss) in the fourth quarter of 2023.
Focus on improving profitability

Adjusted Operating Income (Loss)

- 2019: $36M
- 2020: $4M
- 2021: $(145M)
- 2022: $351M
- 2023: $306M

Margins above are all calculated as a percent of gross profit. Reconciliations of non-GAAP financial measures used in this letter to their nearest GAAP equivalents are provided at the end of this presentation.

Adjusted EBITDA

- 2019: $0.42B
- 2020: $0.47B
- 2021: $1.01B
- 2022: $0.99B
- 2023: $1.79B

Margins above are all calculated as a percent of gross profit. Reconciliations of non-GAAP financial measures used in this letter to their nearest GAAP equivalents are provided at the end of this presentation.
Market Opportunity
We have expanded our addressable market over time and are less than 5% penetrated today.

Please see Appendix and slides 8 through 11 for a description of how we calculate our market opportunity. Previous Addressable Market estimates were provided in prior Block Investor Day materials which are available on our website. 2023 Addressable Market was sized on a gross profit basis, while 2020 and 2017 were sized based on the “revenue opportunity.” Penetration is calculated based on 2023 Block gross profit as a percentage of the overall estimated market opportunity for Square and Cash App, which can be referenced on slides 8 and 11. Prior presentation data is adjusted for inflation.
Square represents a ~$130B gross profit opportunity

$89^+_{B}$
Integrated Payments Software

$17^+_{B}$
Square Loans Financial Services

$25^+_{B}$
Integrated Payments Software Financial Services

$130^+_{B}$
Opportunity

For further information on how we calculate "U.S. Commerce," "U.S. Banking," and "International" opportunity, please see Appendix.
With SMB and mid-market sellers representing an attractive target opportunity

<table>
<thead>
<tr>
<th>Seller Size (Gross Receipts)</th>
<th>U.S. Sellers</th>
<th>U.S. Gross Receipts</th>
</tr>
</thead>
<tbody>
<tr>
<td>Enterprise</td>
<td>$100M+</td>
<td>25K</td>
</tr>
<tr>
<td>$20M – $100M</td>
<td>51K</td>
<td>$12.0T</td>
</tr>
<tr>
<td>Mid-Market</td>
<td>$1M – $20M</td>
<td>1.0M</td>
</tr>
<tr>
<td>SMB</td>
<td>$250K – $1M</td>
<td>2.9M</td>
</tr>
<tr>
<td>Micro</td>
<td>&lt;$250K</td>
<td>17.2M</td>
</tr>
</tbody>
</table>

Less than 1% penetrated in the mid-market segment today

2023 gross receipts as % of addressable opportunity

Sources: Square internal company data from 2022, adjusted for inflation through 2023, 2017 U.S. Census, U.S. Bureau of Labor Statistics. Seller sizes from the U.S. Census gross receipts are mapped to Square seller size classifications by assuming a given business’ sales are 50% cash and 50% card payments. “U.S. Gross Receipts” opportunity is based on U.S. Census data as of 2017, adjusted for inflation through 2023 based on CPI from the U.S. Bureau of Labor Statistics.
Cash App represents a ~$75B gross profit opportunity in the U.S.

$29^+_B$  Community (P2P)
- Business accounts
- Instant Deposit

$45^+_B$  Financial Services
- Cash App Card

$3^+_B$  Bitcoin (Consumer Trading)
- Buying and selling bitcoin

$75^+_B$  Opportunity

**Opportunity to expand on strong growth with digital natives**

<table>
<thead>
<tr>
<th>Generation</th>
<th>U.S. Population</th>
<th>Age</th>
<th>Mean Income</th>
<th>Cash App % of Monthly Actives</th>
<th>Cash App % of Inflows</th>
</tr>
</thead>
<tbody>
<tr>
<td>Generation Z</td>
<td>~56M</td>
<td>13 – 25</td>
<td>$39K</td>
<td>38%</td>
<td>28%</td>
</tr>
<tr>
<td>Millennials</td>
<td>~72M</td>
<td>26 – 41</td>
<td>$85K</td>
<td>35%</td>
<td>42%</td>
</tr>
<tr>
<td>Generation X</td>
<td>~67M</td>
<td>42 – 57</td>
<td>$113K</td>
<td>19%</td>
<td>22%</td>
</tr>
<tr>
<td>Baby Boomers</td>
<td>~66M</td>
<td>58 – 76</td>
<td>$79K</td>
<td>8%</td>
<td>8%</td>
</tr>
</tbody>
</table>

Reaching less than 20% of the U.S. population today

Cash App monthly actives with demographic data (% of U.S. population)

- **Gen Z**: 34%
- **Millennials**: 25%
- **Gen X**: 15%
- **Baby Boomers**: 6%

Represents Cash App monthly actives as of December 31, 2023 as a percentage of the U.S. population. We defined the U.S. population using U.S. Census data as of 2019, adjusted for assumed population growth. Does not include actives who have not gone through the identity verification process with Cash App. Circle sizes are representative of relative population size, and not drawn to scale.
Square Ecosystem
The Square solution
A cohesive ecosystem of integrated software, hardware, and financial services

Banking
- Loans
- Savings
- Checking
- Credit Card

Commerce
- Square Capability
- First-Party Offering
- Third-Party Partner

Staff
- Next Insurance
- Checkr
- Guideline
- Simply Insured
- 7Shifts
- Homebase

Team Comms
- Team Mgmt

Shifts
- Payroll

Customers
- On-Demand Delivery
- Seller-Powered Delivery
- Marketing
- Loyalty
- Afterpay
- Photo Studio
- Gift Cards
- Messages
- DoorDash
- Uber Eats
- ClassPass
- MailChimp
- Apple

Virtual Terminal
- Square Online

Square for Restaurants
- In-Person APIs

Kitchen Display System
- Square for Retail

Point of Sale
- Payments

Online Checkout
- eCommerce APIs

Invoices
- Order Manager

Terminal
- Appointments

SkuIQ
- Google Business Profile

Wix
- Faire

Instagram
- WooCommerce
- SimpleTix
Hardware gross profit losses are not presented for any period. Percentages are of Square gross profit excluding contributions from PPP loan forgiveness for each period. We view hardware as an acquisition tool and not a profit center for our business. Sidecar payments are transactions where sellers enter an amount on the keypad and hit charge.
Multi year transformation
Gross profit mix by ecosystem adoption (# of monetized products that a seller uses)

>50% of gross profit from sellers that use 4 or more monetized products

Includes only monetized products and excludes hardware devices. Bundle products treated as one product even if they include other monetized products (e.g., paid tier of Square for Retail includes Team Management).
Square sellers represent a diverse range of industries

% of Square Gross Payment Volume (GPV) by industry in 2023

- 32% Food & Drink
- 18% Retail
- 10% Beauty & Personal Care
- 9% Healthcare & Fitness
- 11% Professional Services
- 8% Home & Repair
- 12% Other
Positive dollar-based retention has led to recurring revenue streams

Gross Profit by Cohort
In 2023, Square cohorts in aggregate achieved positive gross profit retention when compared to 2022, driven by strength from our software and banking products.

For definition of Square “gross profit retention” please see Appendix.
Global expansion

Gross profit from international markets increasing as a % of overall Square gross profit

46% 4-year CAGR

Q4 2019: $23M (6%)
Q4 2020: $39M (9%)
Q4 2021: $62M (9%)
Q4 2022: $83M (12%)
Q4 2023: $106M (13%)

% of Square Gross Profit
Upmarket progress

Gross profit by seller size

We determine seller size based on annualized GPV during the applicable quarter. A mid-market seller generates more than $500,000 in annualized GPV.

Gross profit from mid-market sellers in Q4 2023

- Q4 2021: $14.5B in <$125K, $12.4B in $125K-$500K, $15.7B in >$500K
- Q4 2022: $15.9B in <$125K, $14.0B in $125K-$500K, $18.9B in >$500K
- Q4 2023: $16.9B in <$125K, $15.3B in $125K-$500K, $21.4B in >$500K

% Mid-Market Sellers:
- Q4 2021: 37%
- Q4 2022: 39%
- Q4 2023: 40%
Cash App Ecosystem
Our services work together cohesively to build the Cash App ecosystem.

**Inflows**
- Paper Checks
- Direct Deposit
- Cash-In
- Taxes
- Paper Money
- P2P
- Deposit BTC

**Balance**

**Outflows**
- Instant Deposit
- ATM
- BTC
- P2P
- Cash App Card
- Stocks

Revenue streams
We instrument and operate Cash App’s business through our inflows framework.

Actives: 56 million

Inflows per active: $1,137

Monetization rate: 1.48%

\[56,000,000 \times 1,137 \times 0.0148 = 942,000,000\]

Q4 2023 gross profit ex-BNPL: $942 million

Actives, inflows per active and monetization rate do not include contributions from our BNPL platform. Actives reflects monthly actives in December 2023. Inflows per active, monetization rate, and gross profit as of Q4 2023.
We have driven growth across a diversity of services and revenue streams

Gross profit by product area

As presented here, Bitcoin equals gross profit from bitcoin buying and selling and bitcoin withdrawal fees, as well as brokerage gross losses. Financial Services equals gross profit from transaction fees on Cash App Card, interest on customer funds, cash deposits, Cash App Card Studio, ATM fees, Cash App Borrow, and Cash App Pay. Other Community equals gross profit from business accounts and P2P transactions funded with a credit card.
We have driven greater weekly and daily engagement

- Monthly Actives
- Weekly Actives
- Daily Actives

~56 M monthly actives in December 2023

~37 M weekly actives on average in December 2023 (~2 in 3 monthly actives)

~15 M daily actives on average in December 2023 (~1 in 4 monthly actives)

For definition of Cash App “active” please see Appendix. Chart shows annual average monthly, weekly, and daily actives from 2017 to 2023, calculated as the average of each month during the applicable year.
Total inflows have increased 22% year-over-year
Product adoption has driven greater inflows and monetization

Inflows multiplier by product actives

For definition of Cash App “active” please see Appendix. Represents monthly actives in December 2023 and total inflows for Q4 2023, except for Cash App Taxes actives where we used quarterly actives in Q1 2023 because it is an annual use case. Inflows per active for the specific product are calculated as the average quarterly total inflows for that product active. Actives can span multiple product categories.
Consumers have found broad-based utility with Cash App Card through everyday purchases.

Cash App Card spend at top 250 merchants in 2023:

- **Gas & Auto:** 13%
- **Travel & Entertainment:** 13%
- **Restaurants:** 19%
- **Other Retail:** 15%
- **Big Box & Discount Retail:** 22%
- **Grocery:** 8%
- **Telecom & Utilities:** 7%
- **Other:** 3%

Gas & Auto includes convenience store spending at relevant gas stations.
Strong gross profit retention has led to recurring revenue streams

**Gross Profit by Cohort**

Our Cash App ecosystem has achieved positive annual gross profit retention in aggregate and for each annual cohort.

For definition of Cash App "gross profit retention" please see Appendix.
Cash App Card monthly actives have grown as a % of overall Cash App actives over time.
Actives Scale Across Cash App Product Areas

- **2M** Paycheck Deposit Monthly Actives
- **3M** Cash App Pay Monthly Actives
- **3M** Cash App Borrow Monthly Actives
- **23M** Cash App Card Monthly Actives

Data as of December 2023. Please see Appendix for a definition of Cash App actives.
We focus on driving healthy consumer behavior and repeat engagement.

- 1% risk loss on Afterpay consumer receivables
- >95% of Afterpay GMV comes from returning customers
- 96% of all installments were paid on time
- 98% of all purchases incurred no late fees

Data for the quarter ending December 31, 2023. Afterpay installments paid on time are relatively consistent by region as on a global basis.
Growing global consumer and seller base

24M +7% YoY
Afterpay active consumers

348K +41% YoY
Afterpay active sellers

“Afterpay active consumers” and “Afterpay active sellers” are as of December 31, 2023. Please see Appendix for more detailed definitions of each.
Appendix
2024 Full Year Guidance

Our primary objective in 2024 is to deliver an improvement from the Rule of 29 we achieved in 2023, on a combined company basis. To achieve this, we have put forward an initial guidance that we intend to exceed, by at least one point of outperformance during the year, either on gross profit growth or Adjusted Operating Income margin, or both. Our initial 2024 guidance calls for gross profit of at least $8.65 billion, up at least 15% year over year. For Adjusted Operating Income we expect at least $1.15 billion, for a 13% margin. For Adjusted EBITDA we expect at least $2.63 billion, for a 30% margin.

Gross Profit Growth  \geq 15%  

Adjusted Operating Income Margin  \geq 13%  

We have not provided the forward-looking GAAP equivalents for certain forward-looking non-GAAP metrics, including Adjusted EBITDA, and Adjusted Operating Income (Loss), or GAAP reconciliations of any of the aforementioned, as a result of the uncertainty regarding, and the potential variability of, reconciling items such as share-based compensation expense. Accordingly, the Company has relied upon the exception in item 10(e)(1)(i)(B) of Regulation S-K to exclude such reconciliations, as the reconciliations of these non-GAAP guidance metrics to their corresponding GAAP equivalents are not available without unreasonable effort. However, it is important to note that material changes to reconciling items could have a significant effect on future GAAP results.
Q1 2024 Guidance
In the first quarter of 2024, we expect to deliver $2.00 billion to $2.02 billion of gross profit and $225 million to $245 million of Adjusted Operating Income.

<table>
<thead>
<tr>
<th>Q1 2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross profit</td>
</tr>
<tr>
<td><strong>YoY growth (midpoint)</strong></td>
</tr>
<tr>
<td>Adjusted EBITDA</td>
</tr>
<tr>
<td><strong>% Margin (midpoint)</strong></td>
</tr>
<tr>
<td>Adjusted Operating Income</td>
</tr>
<tr>
<td><strong>% Margin (midpoint)</strong></td>
</tr>
</tbody>
</table>

We have not provided the forward-looking GAAP equivalents for certain forward-looking non-GAAP metrics, including Adjusted EBITDA, and Adjusted Operating Income (Loss), or GAAP reconciliations of any of the aforementioned, as a result of the uncertainty regarding, and the potential variability of, reconciling items such as share-based compensation expense. Accordingly, the Company has relied upon the exception in Item 10(e)(1)(i)(B) of Regulation S-K to exclude such reconciliations, as the reconciliations of these non-GAAP guidance metrics to their corresponding GAAP equivalents are not available without unreasonable effort. However, it is important to note that material changes to reconciling items could have a significant effect on future GAAP results.
Appendix

Slide 8

“U.S. Commerce” gross profit opportunity is a combination of U.S. Payments, U.S. ACH, and SaaS opportunities. U.S. Payments opportunity is calculated by aggregating the gross receipts of U.S. businesses and adjusting for Square’s addressable industries (2017 U.S. Census), then applying an inflation factor, card payment mix (per December 2022 Nilson Report), and a 1% transaction margin. The U.S. ACH opportunity uses the 2021 adjusted gross receipts, applies ACH penetration mix (Nilson Report), a 0.92% transaction margin, and the number of addressable businesses for Square’s Invoices product as a percentage of Square’s total addressable businesses. SaaS opportunity is calculated using the 2022 gross profit per active for each of Square’s SaaS products, then multiplying by the number of addressable businesses respective to each product based on seller size and vertical.

“U.S. Banking” gross profit opportunity is defined by the aggregate sizing of Square Loans, Square Card, and Instant Transfer. Square Card and Instant Transfer opportunities are calculated based on 2022 seller gross profit per active multiplied by gross margin, an estimated attach rate ceiling, and the number of addressable businesses respective to each product based on seller size and vertical. Square Loans is calculated using outstanding FDIC U.S. small business loans under $250,000 outstanding as of December 31, 2022, multiplied by the average of Goldman Sachs’ estimated revenue rate on small business loans of 4% to 6%.

“International” gross profit opportunity is defined by the International Payments opportunity and then extrapolating out International SaaS and International Financial Services based on a similar mix to the U.S. The International Payments opportunity is calculated by aggregating 2019 HFCE data (Household Final Consumption Expenditure) for each of Square’s current international markets adjusted for applicable industries, then converting to USD and multiplying a 4-year volume growth CAGR and estimated 2021 card penetration percentage to each country, and a 1% transaction margin.

Slide 11

“Community (P2P)” gross profit opportunity is calculated based on the approximate gross profit percentage of Cash App’s Community (P2P) volume opportunity. The Community (P2P) volume opportunity is calculated based on U.S. Census data on adult population as of 2019, adjusted for population growth, multiplied by estimated monthly peer-to-peer volumes per individual, which is the sum of Cash App internal average volume per monthly active, added to estimates for Zelle and Venmo monthly volume per customer based on respective public disclosures. as of Q4 2022.

“Financial Services” gross profit opportunity is calculated by multiplying the approximate Cash App Card gross profit percentage by total debit and prepaid transaction volumes per The Nilson Report (December 2022).

“Bitcoin (Consumer Trading)” gross profit opportunity is calculated by taking the average annual bitcoin trading volume between 2020–2022 per CoinGecko, adjusting for U.S. volume and washed trades, multiplied by the approximate Cash App bitcoin gross profit percentage.
Appendix

Slide 19
Square “gross profit retention” is calculated as the year-over-year gross profit growth of all existing quarterly seller cohorts, averaged over the last four quarters (excluding gross profit from hardware, Caviar, PPP loans, and Weebly prior to the acquisition). A Square cohort represents new sellers onboarded to Square during a given period.

Slide 24
“Transacting active” or “active” is a Cash App account that has at least one financial transaction using any product or service within Cash App during a specified period. A transacting active for a specific Cash App product has at least one financial transaction using that product during the specified period and is referred to as an active. Examples of transactions include sending or receiving a peer-to-peer payment, transferring money into or out of Cash App, making a purchase using Cash App Card, earning a dividend on a stock investment, and paying back a loan, among others. Certain of these accounts may share an alias identifier with one or more other transacting active accounts. This could represent, among other things, one customer with multiple accounts or multiple customers sharing one alias identifier (for example, families). In this presentation, we refer to Cash App monthly transacting actives as monthly actives.

“Inflows per transacting active” refers to total inflows in the quarter divided by monthly actives for the last month of the quarter.

We calculate “monetization rate” by dividing Cash App gross profit, excluding contributions from our BNPL platform, by Cash App inflows.

Slide 25
Cash App “cohort” represents the new actives onboarded to Cash App during a given period.

Cash App “gross profit retention” is calculated as the year-over-year gross profit growth of all existing quarterly Cash App cohorts, averaged over the last four quarters, and excluding BNPL platform gross profit, contra revenue, and interest income. A Cash App transacting active's cohort is determined based on the date they first became a transacting active on the platform. For example, retention for our 2019 cohort is the average annual gross profit growth from transacting actives who completed a first transaction in 2019. Each of our annual Cash App cohorts since 2015 and the pre-2015 cohort have exhibited positive overall gross profit retention on aggregate from the date of their first transaction through December 31, 2023.
Appendix

Slide 34

“Afterpay active sellers” are defined as having processed at least one transaction in the last 12 months and is measured on a per channel basis.

“Afterpay active consumers” are defined as having transacted at least once in the last 12 months.
## Reconciliations (unaudited)

### Adjusted EBITDA (in thousands)

<table>
<thead>
<tr>
<th></th>
<th>Dec. 31, 2023</th>
<th>TWELVE MONTHS ENDED</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net income (loss) attributable to common stockholders</td>
<td>$ 9,772</td>
<td>$ (540,747)</td>
</tr>
<tr>
<td>Net loss attributable to noncontrolling interests</td>
<td>(30,896)</td>
<td>(12,258)</td>
</tr>
<tr>
<td>Net income (loss)</td>
<td>(21,124)</td>
<td>(553,005)</td>
</tr>
<tr>
<td>Share-based compensation expense</td>
<td>1,276,097</td>
<td>1,069,289</td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>408,560</td>
<td>340,523</td>
</tr>
<tr>
<td>Acquisition-related and integration costs</td>
<td>11,422</td>
<td>105,518</td>
</tr>
<tr>
<td>Restructuring and other charges</td>
<td>239,582</td>
<td>51,746</td>
</tr>
<tr>
<td>Goodwill impairment</td>
<td>132,313</td>
<td>—</td>
</tr>
<tr>
<td>Interest expense (income), net</td>
<td>(47,221)</td>
<td>36,228</td>
</tr>
<tr>
<td>Other expense (income), net</td>
<td>(202,475)</td>
<td>(95,443)</td>
</tr>
<tr>
<td>Bitcoin impairment losses</td>
<td>—</td>
<td>46,571</td>
</tr>
<tr>
<td>Provision (benefit) for income taxes</td>
<td>(8,019)</td>
<td>(12,312)</td>
</tr>
<tr>
<td>Loss on disposal of property and equipment</td>
<td>3,186</td>
<td>1,619</td>
</tr>
<tr>
<td>Gain on sale of asset group</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Acquired deferred revenue and cost adjustment</td>
<td>99</td>
<td>230</td>
</tr>
<tr>
<td><strong>Adjusted EBITDA</strong></td>
<td>$ 1,792,420</td>
<td>$ 990,964</td>
</tr>
</tbody>
</table>
# Reconciliations (unaudited)

## Adjusted Operating Income (in thousands)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income (loss)</td>
<td>$(278,839)</td>
<td>$(624,532)</td>
<td>$161,112</td>
<td>$(18,815)</td>
<td>$26,557</td>
</tr>
<tr>
<td>Amortization of acquired</td>
<td>72,829</td>
<td>70,194</td>
<td>22,645</td>
<td>11,174</td>
<td>6,950</td>
</tr>
<tr>
<td>technology assets</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Acquisition-related and</td>
<td>11,422</td>
<td>105,518</td>
<td>15,474</td>
<td>7,482</td>
<td>9,739</td>
</tr>
<tr>
<td>integration costs</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Restructuring and other</td>
<td>239,582</td>
<td>51,746</td>
<td>20,000</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>charges</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Goodwill impairment</td>
<td>132,313</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Bitcoin impairment losses</td>
<td>—</td>
<td>46,571</td>
<td>71,126</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Amortization of customer and</td>
<td>174,044</td>
<td>138,758</td>
<td>15,747</td>
<td>3,855</td>
<td>4,481</td>
</tr>
<tr>
<td>other acquired intangible</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Acquisition-related share</td>
<td>—</td>
<td>66,337</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>based acceleration costs</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Adjusted Operating Income (Loss)</td>
<td>$351,351</td>
<td>$(145,408)</td>
<td>$306,104</td>
<td>$3,696</td>
<td>$47,727</td>
</tr>
</tbody>
</table>
## Reconciliations (unaudited)

### Square Gross Profit Ex-PPP (in thousands)

<table>
<thead>
<tr>
<th></th>
<th>Dec. 31, 2023</th>
<th>THREE MONTHS ENDED</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Square gross profit (GAAP)</strong></td>
<td>$827,717</td>
<td>Dec. 31, 2022</td>
</tr>
<tr>
<td></td>
<td></td>
<td>$703,103</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Dec. 31, 2021</td>
</tr>
<tr>
<td></td>
<td></td>
<td>$657,293</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Dec. 31, 2020</td>
</tr>
<tr>
<td></td>
<td></td>
<td>$427,031</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Dec. 31, 2019</td>
</tr>
<tr>
<td></td>
<td></td>
<td>$378,831</td>
</tr>
<tr>
<td><strong>Less: gross profit from Paycheck Protection Program</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>(PPP) loan forgiveness</strong></td>
<td>$226</td>
<td>Dec. 31, 2022</td>
</tr>
<tr>
<td></td>
<td></td>
<td>2,094</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Dec. 31, 2021</td>
</tr>
<tr>
<td></td>
<td></td>
<td>58,622</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Dec. 31, 2020</td>
</tr>
<tr>
<td></td>
<td></td>
<td>2,369</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Dec. 31, 2019</td>
</tr>
<tr>
<td></td>
<td></td>
<td>—</td>
</tr>
<tr>
<td><strong>Square gross profit excluding Paycheck Protection Program (PPP) loan forgiveness</strong></td>
<td>$827,491</td>
<td>Dec. 31, 2022</td>
</tr>
<tr>
<td></td>
<td>$701,009</td>
<td>Dec. 31, 2021</td>
</tr>
<tr>
<td></td>
<td>$598,671</td>
<td>Dec. 31, 2020</td>
</tr>
<tr>
<td></td>
<td>$424,662</td>
<td>Dec. 31, 2019</td>
</tr>
<tr>
<td></td>
<td>$378,831</td>
<td></td>
</tr>
</tbody>
</table>
## Reconciliations (unaudited)

### Square International Gross Profit (in thousands)

<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Square gross profit (GAAP)</td>
<td>$827,717</td>
<td>$703,103</td>
<td>$657,293</td>
<td>$427,031</td>
<td>$378,831</td>
</tr>
<tr>
<td>Less: Square gross profit - U.S.</td>
<td>721,517</td>
<td>619,917</td>
<td>595,182</td>
<td>388,348</td>
<td>355,370</td>
</tr>
<tr>
<td>Total Square gross profit - International</td>
<td>$106,200</td>
<td>$83,186</td>
<td>$62,111</td>
<td>$38,683</td>
<td>$23,461</td>
</tr>
</tbody>
</table>
## Reconciliations (unaudited)

### Square Gross Profit from Banking ex-PPP (in thousands)

<table>
<thead>
<tr>
<th></th>
<th>Dec. 31, 2023</th>
<th>THREE MONTHS ENDED</th>
</tr>
</thead>
<tbody>
<tr>
<td>Square gross profit from Banking</td>
<td>$ 190,374</td>
<td>Dec. 31, 2022</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Dec. 31, 2021</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Dec. 31, 2020</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Dec. 31, 2019</td>
</tr>
<tr>
<td>Less: gross profit from Paycheck Protection Program (PPP) loan forgiveness</td>
<td>226</td>
<td>$ 148,229</td>
</tr>
<tr>
<td></td>
<td></td>
<td>$ 156,430</td>
</tr>
<tr>
<td></td>
<td></td>
<td>$ 44,964</td>
</tr>
<tr>
<td></td>
<td></td>
<td>$ 59,699</td>
</tr>
<tr>
<td>G</td>
<td></td>
<td>2,094</td>
</tr>
<tr>
<td></td>
<td></td>
<td>58,622</td>
</tr>
<tr>
<td></td>
<td></td>
<td>2,369</td>
</tr>
<tr>
<td>G</td>
<td></td>
<td>G</td>
</tr>
<tr>
<td>Square banking gross profit excluding PPP loan forgiveness</td>
<td>$ 190,148</td>
<td>$ 146,135</td>
</tr>
<tr>
<td></td>
<td></td>
<td>$ 97,808</td>
</tr>
<tr>
<td></td>
<td></td>
<td>$ 42,595</td>
</tr>
<tr>
<td></td>
<td></td>
<td>$ 59,699</td>
</tr>
</tbody>
</table>
Reconciliations (unaudited)

Key Metric Margins (in thousands)

<table>
<thead>
<tr>
<th></th>
<th>Dec. 31, 2023</th>
<th>Dec. 31, 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Gross profit</strong></td>
<td>$ 7,504,886</td>
<td>$ 5,991,892</td>
</tr>
<tr>
<td>Gross profit change (%) YoY</td>
<td>25 %</td>
<td>36 %</td>
</tr>
<tr>
<td><strong>Operating loss</strong></td>
<td>(278,839)</td>
<td>(624,532)</td>
</tr>
<tr>
<td>Operating loss margin (%) of gross profit</td>
<td>(4)%</td>
<td>(10)%</td>
</tr>
<tr>
<td><strong>Net loss</strong></td>
<td>(21,124)</td>
<td>(553,005)</td>
</tr>
<tr>
<td>Net loss margin (%) of gross profit</td>
<td>— %</td>
<td>(9)%</td>
</tr>
<tr>
<td><strong>Adjusted Operating Income (Loss)</strong></td>
<td>351,351</td>
<td>(145,408)</td>
</tr>
<tr>
<td>Adjusted Operating Income (Loss) margin (%) of gross profit</td>
<td>5 %</td>
<td>(2)%</td>
</tr>
<tr>
<td><strong>Adjusted EBITDA</strong></td>
<td>1,792,420</td>
<td>990,964</td>
</tr>
<tr>
<td>Adjusted EBITDA margin (%) of gross profit</td>
<td>24 %</td>
<td>17 %</td>
</tr>
</tbody>
</table>
## Reconciliations

Square gross profit excluding hardware (in thousands)

<table>
<thead>
<tr>
<th>($ in thousands)</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
<th>2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Square gross profit</td>
<td>1,390,427</td>
<td>1,507,831</td>
<td>2,316,671</td>
<td>2,706,901</td>
<td>3,128,654</td>
</tr>
<tr>
<td>Less: Hardware contribution to Square gross profit</td>
<td>(51,880)</td>
<td>(52,688)</td>
<td>(75,506)</td>
<td>(122,577)</td>
<td>(110,472)</td>
</tr>
<tr>
<td>Square gross profit excluding hardware</td>
<td>1,442,307</td>
<td>1,560,519</td>
<td>2,392,177</td>
<td>2,829,478</td>
<td>3,239,396</td>
</tr>
</tbody>
</table>