

Paying user growth drives solid Revenue and Adjusted EBITDA in Q3



“Our strong third quarter results reflect our powerful brand, commitment to innovation, and relentless focus on helping people connect with one another. By continuing to execute successfully on growth initiatives, we are strengthening our market leadership in online dating and making progress on the sizable opportunity beyond dating.”

Whitney Wolfe Herd

BUMBLE INC. FOUNDER & CEO



“Our business continued to perform well with strong top-line growth and better than expected adjusted EBITDA in Q3. Our conviction in the long-term trajectory of our business is reflected in the increased share repurchase authorization and our commitment to return capital to shareholders.”

Anu Subramanian

BUMBLE INC. CFO

By The Numbers

Revenue

US DOLLARS IN MILLIONS

Total Revenue¹
\$275.5 ↑ 18%
 Q3 2023 Y/Y % CHG

Bumble App Revenue
\$221.8 ↑ 23%
 Q3 2023 Y/Y % CHG

Badoo App & Other Revenue³
\$53.7 ↑ 3%
 Q3 2023 Y/Y % CHG

Paying Users

PAYING USERS IN THOUSANDS

Total Paying Users¹
3,821 ↑ 16%
 Q3 2023 Y/Y % CHG

Bumble App Paying Users
2,605 ↑ 25%
 Q3 2023 Y/Y % CHG

Badoo App & Other Paying Users⁴
1,216 ↑ 1%
 Q3 2023 Y/Y % CHG

ARPPU

AVG. REVENUE PER PAYING USER
 IN US DOLLARS

Total ARPPU
\$23.42 ↑ 2%
 Q3 2023 Y/Y % CHG

Bumble App ARPPU
\$28.38 ↓ 2%
 Q3 2023 Y/Y % CHG

Badoo App & Other ARPPU⁵
\$12.79 ↑ 0%
 Q3 2023 Y/Y % CHG

Income & Margin

US DOLLARS IN MILLIONS

Adjusted EBITDA²
\$75.3 ↑ 22%
 Q3 2023 Y/Y % CHG

Adjusted EBITDA Margin²
27.3% ↑ 70
 Q3 2023 BPS CHG

Net Earnings
\$23.1 ↓ 12%
 Q3 2023 Y/Y % CHG

About Us



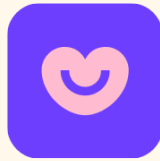
Bumble

Bumble enables people to connect and build equitable and healthy relationships. Founded by CEO Whitney Wolfe Herd in 2014, Bumble was one of the first dating apps built with women at the center.



BFF

Bumble For Friends, which was launched in 2023, is the dedicated friendship app from Bumble, made to help create new, meaningful friendships.



Badoo

Badoo, which was founded in 2006, is one of the pioneers of web and mobile dating products.



Fruitz

Fruitz, founded in 2017, encourages open and honest communication of dating intentions through playful fruit metaphors.



Official

Official, which was founded in 2020, is an app for couples built to help them stay together.

Our Mission

To create a world where all relationships are healthy and equitable, through Kind Connections.

For the definitions of Bumble App Paying Users, Bumble App Revenue, Bumble App ARPPU, Badoo App & Other Revenue, Badoo App & Other ARPPU, Badoo App and Other Paying Users, Total Revenue, Total ARPPU and Total Paying Users, please refer to our Current Report on Form 8-K dated November 7, 2023 announcing our earnings results for the third quarter ended September 30, 2023.

1 The sum of individual metrics may not always equal total amounts indicated due to rounding.

2 Adjusted EBITDA is defined as net earnings (loss) excluding income tax (benefit) provision, interest (income) expense, net, depreciation and amortization, stock-based compensation expense, employer costs related to stock-based compensation, foreign exchange (gain) loss, changes in fair value of contingent earn-out liability, interest rate swaps and investments in equity securities, transaction and other costs, litigation costs net of insurance reimbursements that arise outside of the ordinary course of business, tax receivable agreement liability remeasurement (benefit) expense and impairment loss. Adjusted EBITDA margin represents adjusted EBITDA as a percentage of revenue. For the reconciliation of Adjusted EBITDA to its corresponding GAAP measure, please refer to our Current Report on Form 8-K dated November 7, 2023, announcing our earnings results for the third quarter ended September 30, 2023.

3 Includes revenue generated from Fruitz and Official.

4 Excludes Fruitz and Official paying users.

5 Excludes Fruitz and Official paying users and revenue generated from Fruitz and Official.