

REFINITIV

## DELTA REPORT

### 10-Q

MQ - MARQETA, INC.

10-Q - JUNE 30, 2024 COMPARED TO 10-Q - MARCH 31, 2024

The following comparison report has been automatically generated

**TOTAL DELTAS** 976

█ **CHANGES** 138

█ **DELETIONS** 479

█ **ADDITIONS** 359

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

**FORM 10-Q**

**(Mark One)**

**QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the quarterly period ended **March 31, 2024** **June 30, 2024**

OR

**TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission File Number: **001-40465**

**Marqeta, Inc.**

(Exact name of registrant as specified in its charter)

**Delaware**

**27-4306690**

(State or other jurisdiction of incorporation or organization)

(I.R.S. Employer Identification Number)

**180 Grand Avenue, 6th Floor, Oakland, California**

**94612**

(Address of principal executive offices)

(Zip Code)

**(877) 962-7738**

(Registrant's telephone number, including area code)

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
<b>Class A common stock, \$0.0001 par value per share</b>	<b>MQ</b>	<b>The Nasdaq Stock Market LLC</b> <b>(Nasdaq Global Select Market)</b>

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 (the "Exchange Act") during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files). Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer  Accelerated filer

Non-accelerated filer  Smaller reporting company

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  No

As of **May 3, 2024** **August 2, 2024**, there were **463,882,609** **471,849,781** shares of the registrant's Class A common stock, par value \$0.0001 per share, outstanding and **54,229,499** **36,518,249** shares of the registrant's Class B common stock, par value \$0.0001 per share, outstanding.

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### Note About Forward-Looking Statements

This Quarterly Report on Form 10-Q contains forward-looking statements within the meaning of the federal securities laws, which are statements that involve substantial risks and uncertainties. Forward-looking statements generally relate to future events or our future financial or operating performance. In some cases, you can identify forward-looking statements because they contain words such as "may," "will," "shall," "should," "expects," "plans," "anticipates," "could," "intends," "target," "projects," "contemplates," "believes," "estimates," "predicts," "potential," or "continue" or the negative of these words or other similar terms or expressions that concern our expectations, strategy, plans or intentions. Forward-looking statements contained in this Quarterly Report on Form 10-Q include, but are not limited to, statements about:

- uncertainties related to U.S. and global economies and the effect on our business, results of operations, and financial condition;
- our future financial performance, including our net revenue, costs of revenue, gross profit, and operating expenses and our ability to achieve future profitability;
- the anticipated accounting treatment of our customer agreements and the risk that such accounting treatment may be subject to further changes or developments;
- our ability to scale new products and services, such as our credit card platform;
- our ability to effectively manage or sustain our growth and expand our operations;
- our ability to enhance our platform and services and develop and expand our capabilities;
- our ability to further attract, retain, diversify, and expand our customer base;
- our ability to maintain our relationships with Issuing Banks and Card Networks;
- our strategies, plans, objectives, and goals;
- our plans to expand internationally;
- our ability to compete in existing and new markets and offerings;
- our estimated market opportunity;
- economic and industry trends, projected growth, or trend analysis;
- the impact of political, social, and/or economic instability or military conflict;
- our ability to develop and protect our brand;
- our ability to comply with laws and regulations;
- our ability to successfully defend litigation brought against us;

- our ability to attract and retain qualified employees and key personnel;
- our ability to repurchase shares under authorized share repurchase programs and receive expected financial benefits; and
- our ability to maintain effective disclosure controls and internal controls over financial reporting, including our ability to remediate the material weaknesses in our internal control over financial reporting.

We caution you that the foregoing list may not contain all of the forward-looking statements made in this Quarterly Report on Form 10-Q. You should not rely upon forward-looking statements as predictions of future events. We have based the forward-looking statements contained in this Quarterly Report on Form 10-Q primarily on our current expectations and projections about future events and trends that we believe may affect our business, results of operations, financial condition, and prospects. The outcome of the events described in these forward-looking statements is subject to risks, uncertainties, and other factors described or incorporated by reference in the section titled "Risk Factors" and elsewhere in this Quarterly Report on Form 10-Q and in our most recently filed Annual Report on Form 10-K for the fiscal year ended December 31, 2023 (the "2023 Annual Report"). Moreover, we operate in a very competitive and rapidly changing environment. New risks and uncertainties emerge from time to time, and it is not possible for us to predict all risks and uncertainties that could have an impact on the forward-looking statements contained in this Quarterly Report on Form 10-Q. The results, events, and circumstances reflected in the forward-looking statements may not be achieved or occur, and actual results, events, or circumstances could differ materially from those described in the forward-looking statements. The forward-looking statements made in this Quarterly Report on Form 10-Q relate only to events as of the date on which the statements are made. We undertake no obligation to update any forward-looking statements made in this Quarterly Report on Form 10-Q to reflect events or circumstances after the date of this Quarterly Report on Form 10-Q or to reflect new information or the occurrence of unanticipated events, except as required by law. Unless otherwise indicated or unless the context requires otherwise, all references in this document to "Marqeta", the "Company", the "Registrant," "we", "us", "our", or similar references are to Marqeta, Inc. Capitalized terms used and not defined above are defined elsewhere within this Quarterly Report on Form 10-Q.

## PART I - Financial Information

### Item 1. Financial Statements

**Marqeta, Inc.**  
**Condensed Consolidated Balance Sheets**  
(in thousands, except share and per share amounts)  
(unaudited)

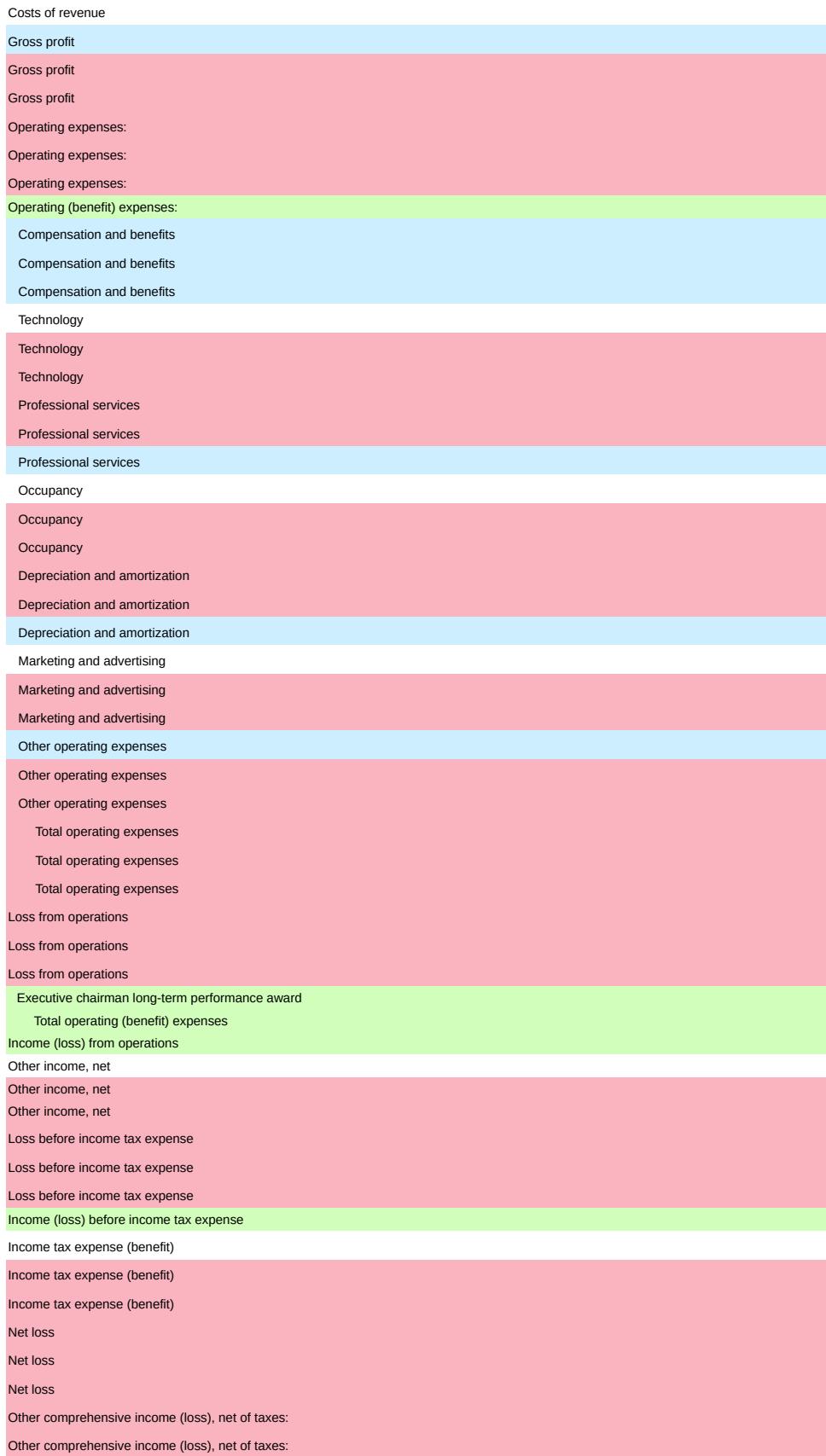
	March	
	31,	December 31,
	2024	2023
June		
30, December 31,		
2024 2023		
<b>Assets</b>		
Current assets:		
Current assets:		
Current assets:		
Cash and cash equivalents		
Cash and cash equivalents		
Cash and cash equivalents		
Restricted cash		
Short-term investments		
Accounts receivable, net		
Settlements receivable, net		
Network incentives receivable		
Prepaid expenses and other current assets		
Total current assets		
Operating lease right-of-use assets, net		
Property and equipment, net		
Intangible assets, net		
Goodwill		
Other assets		
Other assets		
Other assets		
<b>Total assets</b>		
<b>Liabilities and stockholders' equity</b>		
Current liabilities:		

Current liabilities:			
Current liabilities:			
Accounts payable			
Accounts payable			
Accounts payable			
Revenue share payable			
Accrued expenses and other current liabilities			
Total current liabilities			
Operating lease liabilities, net of current portion			
Operating lease liabilities, net of current portion			
Operating lease liabilities, net of current portion			
Other liabilities			
Total liabilities			
Commitments and contingencies (Note 8)		Commitments and contingencies (Note 8)	Commitments and contingencies (Note 8)
Stockholders' equity:			
Preferred stock, \$0.0001 par value; 100,000,000 and 100,000,000 shares authorized, no shares issued and outstanding as of March 31, 2024 and December 31, 2023, respectively			
Preferred stock, \$0.0001 par value; 100,000,000 and 100,000,000 shares authorized, no shares issued and outstanding as of March 31, 2024 and December 31, 2023, respectively			
Preferred stock, \$0.0001 par value; 100,000,000 and 100,000,000 shares authorized, no shares issued and outstanding as of March 31, 2024 and December 31, 2023, respectively			
Common stock, \$0.0001 par value: 1,500,000,000 and 1,500,000,000 Class A shares authorized, 463,779,567 and 465,985,131 shares issued and outstanding as of March 31, 2024 and December 31, 2023, respectively. 600,000,000 and 600,000,000 Class B shares authorized, 54,229,499 and 54,357,844 shares issued and outstanding as of March 31, 2024 and December 31, 2023, respectively			
Preferred stock, \$0.0001 par value; 100,000 and 100,000 shares authorized, no shares issued and outstanding as of June 30, 2024 and December 31, 2023, respectively			
Preferred stock, \$0.0001 par value; 100,000 and 100,000 shares authorized, no shares issued and outstanding as of June 30, 2024 and December 31, 2023, respectively			
Preferred stock, \$0.0001 par value; 100,000 and 100,000 shares authorized, no shares issued and outstanding as of June 30, 2024 and December 31, 2023, respectively			
Common stock, \$0.0001 par value: 1,500,000 and 1,500,000 Class A shares authorized, 474,230 and 465,985 shares issued and outstanding as of June 30, 2024 and December 31, 2023, respectively. 600,000 and 600,000 Class B shares authorized, 36,518 and 54,358 shares issued and outstanding as of June 30, 2024 and December 31, 2023, respectively			
Additional paid-in capital			
Accumulated other comprehensive income			
Accumulated other comprehensive (loss) income			
Accumulated deficit			
Total stockholders' equity			
<b>Total liabilities and stockholders' equity</b>			

See accompanying notes to Condensed Consolidated Financial Statements.

**Marqeta, Inc.**  
**Condensed Consolidated Statements of Operations and Comprehensive Loss Income (Loss)**  
(in thousands, except share and per share amounts)  
(unaudited)

	Three Months Ended March 31,	Three Months Ended March 31,	Three Months Ended March 31,	
	2024	2024	2024	
	2024	2024	2023	2024
Net revenue	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000
Net revenue	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000
Net revenue	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000
Costs of revenue	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000
Costs of revenue	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000



Net income (loss)
Other comprehensive income (loss), net of taxes:
Change in foreign currency translation adjustment
Change in foreign currency translation adjustment
Change in foreign currency translation adjustment
Net change in unrealized (loss) gain on short-term investments
Net change in unrealized (loss) gain on short-term investments
Net change in unrealized (loss) gain on short-term investments
Net other comprehensive (loss) income
Net other comprehensive (loss) income
Net other comprehensive (loss) income
Comprehensive loss
Comprehensive loss
Comprehensive loss
Comprehensive income (loss)
Net loss per share attributable to common stockholders, basic and diluted
Net loss per share attributable to common stockholders, basic and diluted
Net loss per share attributable to common stockholders, basic and diluted
Weighted-average shares used in computing net loss per share attributable to common stockholders, basic and diluted
Weighted-average shares used in computing net loss per share attributable to common stockholders, basic and diluted
Weighted-average shares used in computing net loss per share attributable to common stockholders, basic and diluted
<b>Net income (loss) per share attributable to Class A and Class B common stockholders</b>
<b>Net income (loss) per share attributable to Class A and Class B common stockholders</b>
<b>Net income (loss) per share attributable to Class A and Class B common stockholders</b>
Basic
Basic
Basic
Diluted
<b>Weighted-average shares used in computing net income (loss) per share attributable to Class A and Class B common stockholders</b>
Basic
Basic
Basic
Diluted

See accompanying notes to Condensed Consolidated Financial Statements.

Marqeta, Inc. Condensed Consolidated Statements of Stockholders' Equity (in thousands, except share amounts) thousands (unaudited)											
	Common Stock Shares	Common Stock	Paid-in Capital	Additional Comprehensive Income (loss)	Accumulated Other	Accumulated Deficit	Total Stockholder's Equity	Common Stock Paid-in Capital	Additional Comprehensive Income (loss)	Accumulated Other	Total Stockholder's Equity
<b>Balance as of December 31, 2023</b>											
<b>Balance as of December 31, 2023</b>											
<b>Balance as of December 31, 2023</b>											
Issuance of common stock upon exercise of options											
Issuance of common stock upon net settlement of restricted stock units											
Issuance of common stock upon net settlement of restricted stock units											
Issuance of common stock upon net settlement of restricted stock units											
Vesting of common stock warrants											
Vesting of common stock warrants											

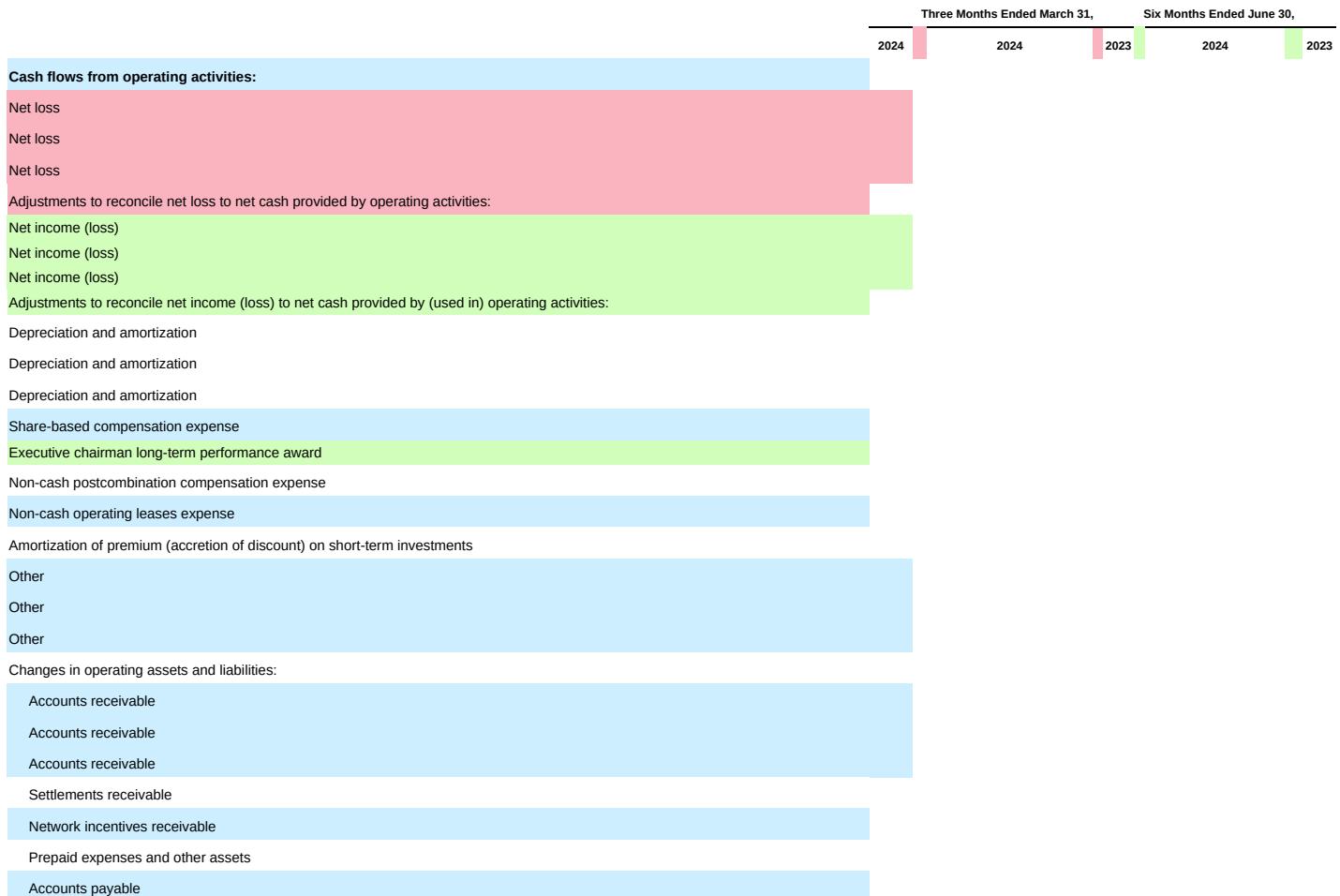
Vesting of common stock warrants
Share-based compensation
Executive chairman long-term performance award
Repurchase and retirement of common stock, including excise tax
Change in accumulated other comprehensive income (loss)
Net loss
<b>Balance as of March 31, 2024</b>
Issuance of common stock upon exercise of options
Issuance of common stock under employee stock purchase plan
Issuance of common stock upon net settlement of restricted stock units
Issuance of common stock upon net settlement of restricted stock units
Issuance of common stock upon net settlement of restricted stock units
Share-based compensation
Share-based compensation
Share-based compensation
Executive chairman long-term performance award
Repurchase and retirement of common stock, including excise tax
Change in accumulated other comprehensive income (loss)
Net income
<b>Balance as of June 30, 2024</b>

	Common Stock		Additional Paid-in Capital	Accumulated Other Comprehensive Income (Loss)	Accumulated Deficit	Total Stockholders' Equity	
	Shares	Amount					
<b>Balance as of December 31, 2022</b>	541,364,099	\$ 53	\$ 2,082,373	\$ (7,237)	\$ (602,233)	\$ 1,472,956	
Issuance of common stock upon exercise of options	803,333	—	1,051	—	—	—	1,051
Issuance of common stock upon net settlement of restricted stock units	1,469,996	—	(3,746)	—	—	—	(3,746)
Vesting of common stock warrants	—	—	2,102	—	—	—	2,102
Share-based compensation	—	—	47,027	—	—	—	47,027
Repurchase and retirement of common stock, including excise tax	(3,205,808)	—	(20,993)	—	—	—	(20,993)
Change in accumulated other comprehensive income (loss)	—	—	—	4,054	—	—	4,054
Net loss	—	—	—	—	(68,801)	—	(68,801)
<b>Balance as of March 31, 2023</b>	540,431,620	\$ 53	\$ 2,107,814	\$ (3,183)	\$ (671,034)	\$ 1,433,650	

	Common Stock		Additional Paid-in Capital	Accumulated Other Comprehensive Income (Loss)	Accumulated Deficit	Total Stockholders' Equity	
	Shares	Amount					
<b>Balance as of December 31, 2022</b>	541,364	\$ 53	\$ 2,082,373	\$ (7,237)	\$ (602,233)	\$ 1,472,956	
Issuance of common stock upon exercise of options	803	—	1,051	—	—	—	1,051
Issuance of common stock upon net settlement of restricted stock units	1,470	—	(3,746)	—	—	—	(3,746)
Vesting of common stock warrants	—	—	2,102	—	—	—	2,102

Share-based compensation	—	—	33,906	—	—	33,906
Executive chairman long-term performance award	—	—	13,121	—	—	13,121
Repurchase and retirement of common stock, including excise tax	(3,206)	—	(20,993)	—	—	(20,993)
Change in accumulated other comprehensive income (loss)	—	—	—	4,054	—	4,054
Net loss	—	—	—	—	(68,801)	(68,801)
<b>Balance as of March 31, 2023</b>	<b>540,431</b>	<b>\$ 53</b>	<b>\$ 2,107,814</b>	<b>\$ (3,183)</b>	<b>\$ (671,034)</b>	<b>\$ 1,433,650</b>
Issuance of common stock upon exercise of options	828	—	1,310	—	—	1,310
Issuance of common stock under employee stock purchase plan	446	—	1,775	—	—	1,775
Issuance of common stock upon net settlement of restricted stock units	2,679	—	(6,324)	—	—	(6,324)
Vesting of common stock warrants	—	—	2,372	—	—	2,372
Share-based compensation	—	—	32,152	—	—	32,152
Executive chairman long-term performance award	—	—	13,267	—	—	13,267
Repurchase and retirement of common stock, including excise tax	(10,168)	(1)	(48,496)	—	—	(48,497)
Change in accumulated other comprehensive income (loss)	—	—	—	1,707	—	1,707
Net loss	—	—	—	—	(58,797)	(58,797)
<b>Balance as of June 30, 2023</b>	<b>534,216</b>	<b>\$ 52</b>	<b>\$ 2,103,870</b>	<b>\$ (1,476)</b>	<b>\$ (729,831)</b>	<b>\$ 1,372,615</b>

**Marqeta, Inc.**  
**Condensed Consolidated Statements of Cash Flows**  
(in thousands)  
(unaudited)



Revenue share payable	
Accrued expenses and other liabilities	
Operating lease liabilities	
Net cash provided by (used in) operating activities	
<b>Cash flows from investing activities:</b>	
Purchases of property and equipment	
Purchases of property and equipment	
Purchases of property and equipment	
Capitalization of internal-use software	
Business combination, net of cash acquired	
Purchases of short-term investments	
Purchases of short-term investments	
Purchases of short-term investments	
Maturities of short-term investments	
Maturities of short-term investments	
Maturities of short-term investments	
Net cash provided by (used in) investing activities	
Net cash provided by (used in) investing activities	
Net cash provided by (used in) investing activities	
<b>Cash flows from financing activities:</b>	
Proceeds from exercise of stock options, including early exercised stock options, net of repurchase of early exercised unvested options	
Proceeds from exercise of stock options, including early exercised stock options, net of repurchase of early exercised unvested options	
Proceeds from exercise of stock options, including early exercised stock options, net of repurchase of early exercised unvested options	
Proceeds from shares issued in connection with employee stock purchase plan	
Taxes paid related to net share settlement of restricted stock units	
Proceeds from shares issued in connection with employee stock purchase plan	
Taxes paid related to net share settlement of restricted stock units	
Proceeds from shares issued in connection with employee stock purchase plan	
Taxes paid related to net share settlement of restricted stock units	
Repurchase of common stock	
Net cash used in financing activities	
Net cash used in financing activities	
Net cash used in financing activities	
Net decrease in cash, cash equivalents, and restricted cash	
<b>Cash, cash equivalents, and restricted cash- Beginning of period</b>	
<b>Cash, cash equivalents, and restricted cash - End of period</b>	

See accompanying notes to Condensed Consolidated Financial Statements.

**Marqeta, Inc.**  
**Condensed Consolidated Statements of Cash Flows**  
 (in thousands)  
 (unaudited)

Three Months Ended March 31,  2024

Six Months Ended June 30,  2024

2023

**Reconciliation of cash, cash equivalents, and restricted cash**

Cash and cash equivalents

Cash and cash equivalents

Cash and cash equivalents

Restricted cash

Total cash, cash equivalents, and restricted cash

**Supplemental disclosures of non-cash investing and financing activities:**

**Supplemental disclosures of non-cash investing and financing activities:**

**Supplemental disclosures of non-cash investing and financing activities:**

Purchase of property and equipment accrued and not yet paid

Purchase of property and equipment accrued and not yet paid

Purchase of property and equipment accrued and not yet paid

Share-based compensation capitalized to internal-use software

Repurchase of common stock, including excise tax, accrued and not yet paid

See accompanying notes to Condensed Consolidated Financial Statements.

**Marqeta, Inc.**

**Notes to Condensed Consolidated Financial Statements**

(Tabular Amounts in Thousands, Except **Share and Per Share Amounts, Ratios, or as Noted**)  
(unaudited)

**1. Business Overview and Basis of Presentation**

Marqeta, Inc. ("the Company") was incorporated in the state of Delaware in 2010 and creates digital payment technology for innovation leaders. The Company's modern card issuing platform empowers its customers to create customized and innovative payment card programs, giving them the configurability and flexibility to build better payment experiences.

The Company provides all of its customers issuer processor services and for most of its customers it also acts as a card program manager. The Company primarily earns revenue from processing card transactions for its customers.

The Company was incorporated in the state of Delaware in 2010 and is headquartered in Oakland, California, with offices in the United States, United Kingdom and legal entities in Australia, Brazil, Canada, Poland, and Singapore as of March 31, 2024.

**Basis of Presentation**

The accompanying unaudited Condensed Consolidated Financial Statements have been prepared in accordance with generally accepted accounting principles in the United States of America ("GAAP") and the applicable rules and regulations of the Securities and Exchange Commission, ("SEC"), for interim reporting. Certain information and note disclosures included in the Company's annual financial statements prepared in accordance with GAAP have been condensed or omitted pursuant to such rules and regulations. The Condensed Consolidated Balance Sheet as of December 31, 2023 has been derived from the Company's audited consolidated financial statements, which are included in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2023, which was filed with the SEC on February 28, 2024. The accompanying Condensed Consolidated Financial Statements should be read in conjunction with the Company's consolidated financial statements and notes thereto included in the Annual Report on Form 10-K.

The accompanying unaudited Condensed Consolidated Financial Statements include the accounts of the Company and its wholly-owned subsidiaries. All intercompany balances and transactions have been eliminated in consolidation. In the opinion of management, the accompanying Condensed Consolidated Financial Statements reflect all adjustments of a normal, recurring nature considered necessary for a fair presentation of the Company's consolidated financial position, results of operations, comprehensive loss, and cash flows for the interim periods presented. The interim results for the three and six months ended **March 31, 2024** **June 30, 2024** are not necessarily indicative of the results that may be expected for the year ending December 31, 2024, or for any other future annual or interim period.

**Reclassifications**

Prior period amounts related to our Executive Chairman Long-Term Performance Award have been reclassified to conform to the current period presentation.

**Use of Estimates**

The preparation of the financial statements in conformity with GAAP requires management to make various estimates and assumptions relating to reported amounts of assets and liabilities, disclosure of contingent liabilities, and reported amounts of revenue and expenses. Significant estimates and assumptions include, but are not limited to, the fair value and useful lives of assets acquired and liabilities assumed through business combinations, the estimation of contingent liabilities, the fair value of equity awards and warrants, share-based compensation, the estimation of variable consideration in contracts with customers, the reserve for contract contingencies and processing errors, the estimation of network incentives, and valuation of income taxes. Actual results could differ materially from these estimates.

**Business Risks and Uncertainties**

The Company has incurred net losses each quarter since its inception. For inception with the three months exception of the current quarter ended **March 31, 2024**, the **June 30, 2024**. The Company incurred net losses of \$36.1 million and had an accumulated deficit of \$861.3 million as of **March 31, 2024** **June 30, 2024**. The Company expects to incur net losses from operations for the foreseeable future as it incurs costs and expenses related to creating new products for customers, acquiring new customers, developing its brand, expanding into new geographies and developing the existing platform infrastructure. The Company believes that its cash and cash equivalents of \$970.4 million \$924.7 million and short-term investments of \$228.3 million \$228.8 million as of **March 31, 2024** **June 30, 2024** are sufficient to fund its operations through at least the next twelve months from the issuance of these financial statements.

**2. Summary of Significant Accounting Policies**

**Segment Information**

The Company operates as a single operating segment and reporting unit. The Company's chief operating decision maker is its Chief Executive Officer, who reviews financial information presented on a consolidated basis for purposes of making operating decisions, assessing financial performance, allocating resources, and evaluating the Company's financial performance.

For the three and six months ended March 31, 2024 and 2023, June 30, 2024, net revenue outside of the United States, based on the billing address of the customer, was 8% 10% and 9%, respectively. For the three and six months ended June 30, 2023, net revenue outside of the United States, based on the billing address of the customer, was 3% and 3%, respectively. As of March 31, 2024 June 30, 2024 and December 31, 2023, long-lived assets located outside of the United States were not material.

#### Restricted Cash

Restricted cash consists of deposits with Issuing Banks to provide the Issuing Bank collateral in the event that customers' funds are not deposited at the Issuing Banks in time to settle customers' transactions with the Card Networks. Restricted cash also includes cash used to secure a letter of credit for the Company's lease of its office headquarters in Oakland, California. "Issuing Banks" are financial institutions that issue payment cards (credit, debit, or prepaid) either on their own behalf or on behalf of a business. "Card Networks" are networks that provide the infrastructure for settlement and card payment information flows.

#### Significant Accounting Policies

There have been no material changes to our significant accounting policies from our Annual Report on Form 10-K for the fiscal year ended December 31, 2023.

#### Recent Accounting Pronouncements

In December November 2023, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update No. ("ASU") 2023-07, Segment Reporting (Topic 280): Improvements to Reportable Segment Disclosures. The amended guidance requires incremental reportable segment disclosures, primarily about significant segment expenses. The amendments also require entities with a single reportable segment to provide all disclosures required by these amendments, and all existing segment disclosures. The amendments do not change how an entity identifies its operating segments, aggregates those operating segments, or applies quantitative thresholds to determine its reportable segments. The amendments will be applied retrospectively to all prior periods presented in the financial statements and is effective for fiscal years beginning after December 15, 2023 and interim periods within fiscal years beginning after December 15, 2024 with early adoption permitted. The Company is evaluating the effect of adopting the new disclosure requirements.

In December 2023, the FASB issued ASU 2023-09, "Income Income Taxes (Topic 740): Improvements to Income Tax Disclosures" ("ASU 2023-09"), Disclosures, which modifies the rules on income tax disclosures to require entities to disclose (1) specific categories in the rate reconciliation, (2) the income or loss from continuing operations before income tax expense or benefit (separated between domestic and foreign) and (3) income tax expense or benefit from continuing operations (separated by federal, state and foreign). ASU 2023-09 also requires entities to disclose their income tax payments to international, federal, state and local jurisdictions, among other changes. The guidance is effective for annual periods beginning after December 15, 2024. Early adoption is permitted for annual financial statements that have not yet been issued or made available for issuance. ASU 2023-09 should be applied on a prospective basis, but retrospective application is permitted. The Company is currently evaluating the potential impact effect of adopting this the new guidance on the condensed consolidated financial statements and related disclosures. disclosure requirements.

### 3. Revenue

#### Disaggregation of Revenue

The following table provides information about disaggregated revenue from customers:

	Three Months Ended March 31,			Six Months Ended June 30,		
	2024	2024	2024	2023	2024	2023
Platform services revenue, net						
Platform services revenue, net						
Platform services revenue, net						
Other services revenue						
Other services revenue						
Other services revenue						
Total net revenue						
Total net revenue						
Total net revenue						

#### Contract Balances

The following table provides information about contract assets and deferred revenue:

Contract balance	Contract balance	Balance sheet line reference	March 31, 2024	December 31, 2023	Contract balance	Balance sheet line reference	June 30, 2024	December 31, 2023
Contract assets - current								
Contract assets - non-current								

Total contract assets
Deferred revenue - current
Deferred revenue - non-current
Total deferred revenue

Net revenue recognized during the three months ended **March 31, 2024** **June 30, 2024** and 2023 that was included in the deferred revenue balances at the beginning of the respective periods was **\$2.6** **\$4.3** million and **\$4.6** **\$3.2** million, respectively. Net revenue recognized during the six months ended **June 30, 2024** and 2023 that was included in the deferred revenue balances at the beginning of the respective periods was **\$6.0** million and **\$7.8** million, respectively.

#### **Remaining Performance Obligations**

The Company has performance obligations associated with commitments in customer contracts for future stand-ready obligations to process transactions throughout the contractual term. As of **March 31, 2024** **June 30, 2024**, the aggregate amount of the transaction price allocated to our remaining performance obligations was **\$58.3** **\$53.6** million. The Company expects to recognize approximately **61%** **64%** within two years and the remaining **39%** **36%** over the next three to five years.

#### **4. Intangible Assets, net**

Intangible assets resulting from our business combinations consisted of the following as of the dates presented:

	March 31, 2024	December 31, 2023
	June 30, 2024	December 31, 2023
Developed technology		
Accumulated amortization	\$	
Intangible assets, net		

The amortization period for developed technology intangible assets is 7 years. Amortization expense for developed technology intangible assets was \$1.5 million and **\$1.0** **1.5** million for the three months ended **March 31, 2024** **June 30, 2024** and 2023 and \$2.9 million and \$2.4 million for the six months ended **June 30, 2024** and 2023, respectively.

Expected future amortization expense for intangible assets was as follows as of **March 31, 2024** **June 30, 2024**:

Remainder of 2024	
2025	
2026	
2027	
2028	
Thereafter	
Total expected future amortization expense for intangible assets	

#### **5. Short-term Investments**

The Company's short-term investments are accounted for as securities available-for-sale and are classified within **current** **Current** assets in the Condensed Consolidated Balance Sheets as the Company may sell these securities at any time for use in its operations, even prior to maturity.

The amortized cost, unrealized gain (loss), and estimated fair value of the Company's short-term investments consisted of the following:

	March 31, 2024				June 30, 2024				
	Amortized Cost	Amortized Cost	Unrealized Gain	Unrealized Loss	Estimated Fair Value	Amortized Cost	Unrealized Gain	Unrealized Loss	Estimated Fair Value
<b>Short-term Investments</b>									
U.S. treasury securities									
U.S. treasury securities									
U.S. treasury securities									

Asset-backed securities
Asset-backed securities
Asset-backed securities
Corporate debt securities
<b>Total short-term investments</b>
<b>Total short-term investments</b>
<b>Total short-term investments</b>

	December 31, 2023				
	Amortized Cost	Unrealized Gain	Unrealized Loss	Estimated Fair Value	
<b>Short-term investments</b>					
U.S. treasury securities	\$ 239,297	\$ 970	\$ (11)	\$ 240,256	
U.S. agency securities	15,000	—	(7)	14,993	
Asset-backed securities	10,438	62	—	10,500	
Corporate debt securities	2,981	—	(6)	2,975	
<b>Total short-term investments</b>	<b>\$ 267,716</b>	<b>\$ 1,032</b>	<b>\$ (24)</b>	<b>\$ 268,724</b>	

The Company had **twenty-nine** **twenty-four** and four separate short-term investments in unrealized loss positions as of **March 31, 2024** **June 30, 2024** and December 31, 2023, respectively. The Company does not intend to sell any short-term investments that have unrealized losses as of **March 31, 2024** **June 30, 2024**, **and nor anticipates that it is not more likely than not that the Company will be required to sell such securities before any anticipated recovery of the entire amortized cost basis.**

There were no realized gains or losses from short-term investments that were reclassified out of accumulated other comprehensive income for the three **and six** months ended **March 31, 2024** **June 30, 2024** and 2023, respectively. For short-term investments that have unrealized losses, the Company evaluated whether (i) the Company has the intention to sell any of these investments, (ii) it is not more likely than not that the Company will be required to sell any of these available-for-sale debt securities before recovery of the entire amortized cost basis and (iii) the decline in the fair value of the investment is due to credit or non-credit related factors. Based on this evaluation, the Company determined that for its short-term investments, there were no material credit or non-credit related impairments as of **March 31, 2024** **June 30, 2024**.

The following table summarizes the stated maturities of the Company's short-term investments:

	December 31,								
	March 31, 2024			2023					
	June 30, 2024			December 31, 2023					
	Amortized Cost	Amortized Cost	Estimated Fair Value	Amortized Cost	Estimated Fair Value	Amortized Cost	Estimated Fair Value	Amortized Cost	Estimated Fair Value
Due within one year									
Due after one year through four years									
<b>Total</b>									

## 6. Fair Value Measurements

The following tables present the fair value hierarchy for assets and liabilities measured at fair value:

	March 31, 2024				June 30, 2024				
	Level 1	Level 1	Level 2	Level 3	Total Fair Value	Level 1	Level 2	Level 3	Total Fair Value
<b>Cash equivalents</b>									
Money market funds									
Money market funds									
Money market funds									
U.S. treasury bills									
Commercial paper									
Corporate debt securities									
Certificate of deposit									
Certificates of deposit									

## Short-term investments

U.S. treasury securities  
U.S. treasury securities  
U.S. treasury securities  
Asset-backed securities  
Asset-backed securities  
Asset-backed securities  
Corporate debt securities

Total assets

Total assets

Total assets

Total assets measured at fair value

Total assets measured at fair value

Total assets measured at fair value

	December 31, 2023			
	Level 1	Level 2	Level 3	Total Fair Value
<b>Cash equivalents</b>				
Money market funds	\$ 627,983	\$ —	\$ —	\$ 627,983
U.S. treasury bills	230,602	—	—	230,602
<b>Short-term investments</b>				
U.S. treasury securities	240,256	—	—	240,256
U.S. agency securities	—	14,993	—	14,993
Asset-backed securities	—	10,500	—	10,500
Corporate debt securities	—	2,975	—	2,975
<b>Total assets</b>	<b>\$ 1,098,841</b>	<b>\$ 28,468</b>	<b>\$ —</b>	<b>\$ 1,127,309</b>

	December 31, 2023			
	Level 1	Level 2	Level 3	Total Fair Value
<b>Cash equivalents</b>				
Money market funds	\$ 627,983	\$ —	\$ —	\$ 627,983
U.S. treasury bills	230,602	—	—	230,602
<b>Short-term investments</b>				
U.S. treasury securities	240,256	—	—	240,256
U.S. agency securities	—	14,993	—	14,993
Asset-backed securities	—	10,500	—	10,500
Corporate debt securities	—	2,975	—	2,975
<b>Total assets measured at fair value</b>	<b>\$ 1,098,841</b>	<b>\$ 28,468</b>	<b>\$ —</b>	<b>\$ 1,127,309</b>

The Company classifies money market funds, U.S. treasury bills, commercial paper, certificates of deposit, U.S. treasury securities, U.S. agency securities, asset-backed securities, and corporate debt securities within Level 1 or Level 2 of the fair value hierarchy because the Company values these investments using quoted market prices or alternative pricing sources and models utilizing market observable inputs.

There were no transfers of financial instruments between the fair value hierarchy levels during the three and six months ended March 31, 2024 June 30, 2024 and the year ended December 31, 2023.

## 7. Certain Balance Sheet Components

### Property and Equipment, net

Property and equipment consisted of the following:

	March 31, 2024	December 31, 2023
	June 30, 2024	December 31, 2023
Leasehold improvements		
Computer equipment		
Furniture and fixtures		
Internally developed and purchased software		
	50,255	
	57,545	
Accumulated depreciation and amortization		
Property and equipment, net		

Depreciation and amortization expense related to property and equipment was **\$2.1 million** **\$2.5 million** and **\$1.0 million** for the three months ended **March 31, 2024** **June 30, 2024** and **2023**, respectively and **\$4.6 million** and **\$2.0 million** for the six months ended **June 30, 2024** and **2023**, respectively.

The Company capitalized **\$7.5 million** **\$7.2 million** and **\$4.1 million** **\$4.6 million** as internal-use software development costs during the three months ended **March 31, 2024** **June 30, 2024**, and **2023**, respectively and **\$14.6 million** and **\$8.7 million** during the six months ended **June 30, 2024**, and **2023**, respectively.

#### **Accrued Expenses and Other Current Liabilities**

Accrued expenses and other current liabilities consisted of the following:

	March 31, 2024	December 31, 2023
	June 30, 2024	
Accrued costs of revenue		
Accrued costs of revenue		
Accrued costs of revenue		
Accrued compensation and benefits		
Accrued compensation and benefits		
Accrued compensation and benefits		
Deferred revenue		
Deferred revenue		
Deferred revenue		
Accrued technology costs		
Accrued technology costs		
Accrued technology costs		
Due to issuing banks		
Due to issuing banks		
Due to issuing banks		
Accrued tax liabilities		
Accrued tax liabilities		
Accrued tax liabilities		
Accrued professional services		
Accrued professional services		
Accrued professional services		
Operating lease liabilities, current portion		
Operating lease liabilities, current portion		
Operating lease liabilities, current portion		
Reserve for contract contingencies and processing errors		
Reserve for contract contingencies and processing errors		
Reserve for contract contingencies and processing errors		

Other accrued liabilities
Other accrued liabilities
Other accrued liabilities
Accrued expenses and other current liabilities
Accrued expenses and other current liabilities
Accrued expenses and other current liabilities

## 8. Commitments and Contingencies

### Letters of Credit

In connection with the lease for its corporate headquarters office space, the Company is required to provide the landlord a letter of credit in the amount of \$1.5 million. The Company has secured this letter of credit by depositing \$1.5 million with the issuing financial institution, which deposit is classified as Restricted cash in the Condensed Consolidated Balance Sheets.

### Legal Contingencies

From time to time in the normal course of business, the Company may be subject to various legal matters such as threatened or pending claims or proceedings. As of **March 31, 2024** **June 30, 2024** and December 31, 2023, there were no legal contingency matters, either individually or in aggregate, that would have a material adverse effect on the Company's financial position, results of operations, or cash flows. Given the unpredictable nature of legal proceedings, the Company bases its assessment on the information available at the time.

As additional information becomes available, the Company reassesses the potential liability and may revise the estimate.

### Settlement of Payment Transactions

Customers deposit a certain amount of pre-funding into accounts maintained at Issuing Banks to settle their payment transactions. Such pre-funding amounts may only be used to settle customers' payment transactions and are not considered assets of the Company. As such, the funds held in customers' accounts at Issuing Banks are not reflected on the Company's Condensed Consolidated Balance Sheets. If a customer fails to deposit sufficient funds to settle a transaction, the Company is liable to the Issuing Bank to settle the transaction and would therefore incur losses if such amounts cannot be subsequently recovered from the customer. **The Company did not incur losses of this nature during the three and six months ended June 30, 2024 and 2023, respectively.**

### Indemnifications

In the ordinary course of business, the Company enters into agreements of varying scope and terms pursuant to which it agrees to indemnify customers, Card Networks, Issuing Banks, vendors, lessors, and other parties with respect to certain matters, including, but not limited to, losses arising out of the breach of such agreements, services to be provided by the Company or from intellectual property infringement claims made by third parties. With respect to Issuing Banks, the Company has received requests for indemnification from time to time and may indemnify the Issuing Bank for losses the Issuing Bank may incur for non-compliance with applicable law and regulation, if those losses resulted from the Company's failure to perform under its program agreement with the Issuing Bank.

In addition, the Company has entered into indemnification agreements with its directors and certain officers and employees that will require the Company, among other things, to indemnify them against certain liabilities that may arise by reason of their status or service as directors, officers, or employees. No demands have been made upon the Company to provide indemnification under such agreements and there are no claims that the Company is aware of that could have a material effect on its Condensed Consolidated Financial Statements.

The Company also includes service level commitments to its customers, warranting certain levels of performance and permitting those customers to receive credits in the event the Company fails to meet the levels specified.

## 9. Stock Incentive Plans

During the first quarter of 2024, the Company granted performance-based restricted stock units ("PSUs"), **under the 2021 Stock Option and Incentive Plan**, to certain employees of the Company based on an initial target number. The final number of PSUs that may vest and settle depend upon the Company's performance against pre-established performance metrics over a predefined performance period. **PSUs granted under the 2021 Stock Option and Incentive Plan vest over three years and have a one year performance period, with cliff vesting following the completion of the performance period, subject to contingent on the compensation committee's approval of the level of achievement against the pre-established performance targets. The PSUs granted vest over three years and have a one year performance period with one-third of the PSUs subject to cliff vesting following the completion of the performance period then vesting in equal quarterly installments thereafter.** Over the performance period, the number of PSUs that may be issued and the related **stock-based share-based** compensation expense that is recognized is adjusted upward or downward based upon the probability of achieving the approved performance targets against the performance metrics. Depending on the probability of achieving the pre-established performance targets, the number of PSUs issued could range from 0% to 200% of the target amount.

### Executive Chairman Long-Term Performance Award

In April and May 2021, the Company's board of directors granted the Company's Executive Chairman and then-Chief Executive Officer equity incentive awards in the form of performance-based stock options covering 19,740,923 and 47,267 shares of the Company's Class B common stock with an exercise price of \$21.49 and \$23.40 per share, respectively, (collectively, the "Executive Chairman Long-Term Performance Award"). The Executive Chairman Long-Term Performance Award vests upon the satisfaction of a specific service condition requiring service as either the Company's Chief Executive Officer or Executive Chairman and the achievement of certain stock price hurdles over a seven year performance period following the expiration of the lock-up period associated with the Company's initial public offering in 2021.

During the second quarter of 2024, the Company's Executive Chairman stepped down from his role and transitioned to a non-employee director role on the board of directors causing the Executive Chairman Long-Term Performance Award to be forfeited per its terms resulting in a one-time reversal of share-based compensation expenses of \$167.3 million, of which \$157.7m related to expenses recognized in previous periods. The Company accounts for forfeitures as they occur.

A summary of the Company's stock option activity under the Plans is as follows:

	Number of Options	Weighted-Average Exercise Price per Share	Weighted-Average Remaining Contractual Life (Years)		Aggregate Intrinsic Value <sup>(1)</sup>
			Years	Years	
Balance as of December 31, 2023	36,671	\$ 16.09	7.45	\$ 24,481	
Granted	—	0.00			
Exercised	(130)	0.83			
Canceled and forfeited <sup>(3)</sup>	(20,308)	21.39			
Balance as of June 30, 2024	16,232	\$ 9.57	7.19	\$ 12,678	
Exercisable as of June 30, 2024 <sup>(2)</sup>	11,869	\$ 10.55	6.72	\$ 13,839	
Vested as of June 30, 2024	10,549	\$ 10.01	6.67	\$ 11,681	

<sup>(1)</sup> Intrinsic value is calculated based on the difference between the exercise price of in-the-money stock options and the fair value of the common stock as of the respective balance sheet dates.

<sup>(2)</sup> The 2011 Plan allows for early exercise of stock options. Accordingly, options granted under this plan are included as exercisable stock options regardless of vesting status.

<sup>(3)</sup> The forfeiture of the Executive Chairman Long-Term Performance Award resulted in 19,788 options forfeited.

The following table presents the share-based compensation expense by award type recognized within the following line items in the Condensed Consolidated Statement of Operations and Comprehensive Loss and Condensed

Consolidated Balance Sheet in the periods presented:

	Three Months Ended March 31,			Three Months Ended June 30,			Six Months Ended June 30,		
	2024			2024			2023		
	2024			2024			2023		
Restricted stock units									
Restricted stock units									
Restricted stock units									
Stock options									
Stock options									
Stock options									
Executive Chairman Long-Term Performance Award									
Executive Chairman Long-Term Performance Award									
Executive Chairman Long-Term Performance Award									
Performance restricted stock units									
Performance restricted stock units									
Performance restricted stock units									

Employee Stock Purchase Plan
Employee Stock Purchase Plan
Employee Stock Purchase Plan
Share-based compensation recorded within Compensation and benefits
Share-based compensation recorded within Compensation and benefits
Share-based compensation recorded within Compensation and benefits
Executive chairman long-term performance award
Property and equipment (capitalized internal-use software)
Property and equipment (capitalized internal-use software)
Property and equipment (capitalized internal-use software)
Total share-based compensation expense
Total share-based compensation expense
Total share-based compensation expense
Total share-based compensation (benefit) expense

Unrecognized compensation costs by award type as of June 30, 2024:

	Unrecognized compensation costs
Restricted stock units, inclusive of PSUs	
Restricted stock units, inclusive of PSUs	
Restricted stock units, inclusive of PSUs	
Stock options	
Stock options	
Stock options	
Executive Chairman Long-Term Performance Award	
Executive Chairman Long-Term Performance Award	
Executive Chairman Long-Term Performance Award	
Total	
Total	
Total	

## 10. Stockholders' Equity Transactions

### Share Repurchase Program Programs

On **May 8, 2023** **May 6, 2024**, the Company's board of directors authorized a share repurchase program of up to \$200 million of the Company's Class A common stock (the "2023" "2024 Share Repurchase Program"). Under the **2023** **2024** Share Repurchase Program, the Company is authorized to repurchase shares through open market purchases, in privately negotiated transactions or by other means, in accordance with applicable federal securities laws, including through trading plans under Rule 10b5-1 of the Exchange Act. The number of shares repurchased and the timing of purchases are based on general business and market conditions, and other factors, including legal requirements. The **2023** **2024** Share Repurchase Program **had** **has** no set expiration date.

During the three and six months ended **March 31, 2024** **June 30, 2024**, the Company repurchased approximately 11.0 million shares in the open market for \$59.1 million under the **2024** Share Repurchase Program, for an average price of \$5.39. The total price of the shares repurchased and subsequently retired the related transaction costs and excise taxes of \$0.6 million are reflected as a reduction to Common stock and Additional paid-in capital on the Company's Condensed Consolidated Balance Sheets. As of June 30, 2024, \$140.9 million remained available for future share repurchases under the **2024** Share Repurchase Program.

Under the share repurchase program authorized in May 2023 (the "2023 Share Repurchase Program"), the Company repurchased 5.2 million shares in the open market for \$32.8 million at an average price of \$6.27 during the three and six months ended June 30, 2024. During the three and six months ended June 30, 2023, the Company repurchased 10.2 million shares in the open market for \$48.5 million under the 2023 Share Repurchase Program, for an average price of \$6.27. \$4.75. Repurchases under the 2023 Share Repurchase Program were completed as of March 31, 2024.

### Common Stock Conversions

## 11. Net Loss Per Share Attributable to Common Stockholders

The Company calculated basic and diluted net loss per share attributable to During the second quarter of 2024, a shareholder voluntarily converted 17.7 million outstanding shares of Class B common stockholders as follows:

	Three Months Ended March 31,	
	2024	2023
<b>Numerator</b>		
Net loss attributable to Class A and Class B common stockholders	\$ (36,060)	\$ (68,801)
<b>Denominator</b>		
Weighted-average shares used in computing net loss per share attributable to Class A and Class B common stockholders, basic and diluted	517,987,361	539,744,130
Net loss per share attributable to Class A and Class B common stockholders, basic and diluted	\$ (0.07)	\$ (0.13)

Basic net loss per share is the same as diluted net loss per share because the Company reported stock into shares of Class A common stock on a net loss for the three months ended March 31, 2024 and 2023.

one-for-one basis. The rights, including the liquidation and dividend rights, of the holders of Class A common stock and Class B common stock are identical, except with respect to voting. voting as Class A common stock holders are entitled to one vote per share while Class B common stock holders are entitled to 10 votes per share.

#### 11. Net Income (Loss) Per Share Attributable to Common Stockholders

Basic net income (loss) per share is computed by dividing the net income (loss) by the weighted-average number of shares of common stock outstanding during the period. Diluted net income (loss) per share is computed by dividing net income (loss) by the weighted-average number of shares of common stock outstanding adjusted for the dilutive effect of all potential shares of common stock. In periods when the Company reported a net loss, diluted net loss per share is the same as basic net loss per share because the effects of potentially dilutive items were anti-dilutive.

The Company calculated basic and diluted net income (loss) per share attributable to common stockholders as follows:

	Three Months Ended June 30,				Six Months Ended June 30,			
	2024		2023 (1)		2024		2023 (1)	
	Class A	Class B	Class A	Class B	Class A	Class B	Class A	Class B
<b>Numerator</b>								
Net income (loss) attributable to common stockholders, basic	\$ 109,105	\$ 10,003	\$ (52,764)	\$ (6,033)	\$ 75,207	\$ 7,841	\$ (114,389)	\$ (13,209)
Net income (loss) attributable to common stockholders, diluted	\$ 108,544	\$ 10,564	\$ (52,764)	\$ (6,033)	\$ 74,830	\$ 8,218	\$ (114,389)	\$ (13,209)
<b>Denominator</b>								
Weighted-average shares used in computing basic net income (loss) per share attributable to common stockholders	472,628	43,331	483,039	55,229	468,161	48,812	483,194	55,795
Effect of dilutive potential shares of common stock	5,263	3,179	—	—	5,263	3,179	—	—
Weighted-average shares used in computing diluted net income (loss) per share attributable to common stockholders	477,891	46,510	483,039	55,229	473,424	51,991	483,194	55,795
Net income (loss) per share attributable to common stockholders, basic	\$ 0.23	\$ 0.23	\$ (0.11)	\$ (0.11)	0.16	0.16	(0.24)	(0.24)
Net income (loss) per share attributable to common stockholders, diluted	\$ 0.23	\$ 0.23	\$ (0.11)	\$ (0.11)	0.16	0.16	(0.24)	(0.24)

(1) The prior period Net income (loss) per share for Class A and Class B common stock has been presented separately to conform with current period presentation, which had no impact on our previously reported basic or diluted Net income (loss) per share.

As the liquidation and dividend rights are identical for Class A common stock and Class B common stock, the undistributed earnings are allocated on a proportionate basis and the resulting loss income (loss) per share will, therefore, be the same for both Class A common stock and Class B common stock on an individual or combined basis.

Potentially dilutive securities that were excluded from the computation of diluted net loss income (loss) per share because including them would have had an anti-dilutive effect were as follows:

	As of March 31,	
	2024	2023
Warrants to purchase Class B common stock	1,900,000	1,900,000
Stock options outstanding, including early exercise of options	36,202,829	41,244,226
Unvested RSUs outstanding	46,724,459	54,904,606
Shares committed under the ESPP	348,391	558,867

Total	85,175,679	98,607,699
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	Three Months Ended June 30, 2024		Six Months Ended June 30, 2024	
	Class A	Class B	Class A	Class B
Stock options, restricted stock, and employee stock purchase plan	35,229	21,468	45,152	24,835

The following potentially dilutive securities were excluded from the computation of diluted net income (loss) per share during the three and six months ended June 30, 2023 because including them would have had an anti-dilutive effect as the Company was in a loss position during the period:

	As of June 30, 2023	
	Class A	Class B
Warrants to purchase Class B common stock	—	1,900
Stock options, restricted stock, and employee stock purchase plan	53,171	30,626
Total	53,171	32,526

## 12. Income Tax

The Company recorded an income tax provision of \$0.1 million \$0.2 million and a benefit of \$7.0 million \$0.1 million for the three months ended March 31, 2024 June 30, 2024 and 2023, respectively. The Company recorded an income tax provision of \$0.3 million and a benefit of \$6.8 million for the six months ended June 30, 2024 and 2023, respectively. The income tax provision for the three six months ended March 31, 2024 June 30, 2024 was primarily attributable to income tax expenses in profitable foreign jurisdictions. The income tax benefit for the three six months ended March 31, 2023 June 30, 2023 was primarily attributable to a \$7.2 million partial valuation allowance release due to the acquisition of Power Finance Inc., offset by \$0.2 \$0.4 million of income tax expenses resulting from profitable foreign operations.

The Company is subject to income tax audits in the U.S. and foreign jurisdictions. We record liabilities related to uncertain tax positions and believe that we have provided adequate reserves for income tax uncertainties in all open tax years.

## 13. Concentration Risks and Significant Customers

Financial instruments that potentially expose the Company to concentration of credit risk consist of cash and cash equivalents, short-term investments, and accounts receivable. Cash on deposit with financial institutions may exceed federally insured limits. Cash and cash equivalents as of March 31, 2024 and December 31, 2023 include \$757.9 million and \$628.0 million, respectively, of investments managed by two financial institutions, which invest primarily in securities issued by the U.S. Government or U.S. Government agencies.

As of March 31, 2024 June 30, 2024 and December 31, 2023, short-term investments were \$228.3 million \$228.8 million and \$268.7 million, respectively, and there was no concentration of securities of the same issuer with an aggregate fair value greater than 5% of the total balance, except for U.S. Treasuries, and U.S. agency securities, which amounted to \$214.9 million \$215.4 million, or 94% of the short-term investments. As of March 31, 2024, all debt securities within the Company's portfolio are investment grade.

As of December 31, 2023, short-term investments were \$268.7 million, and there was no concentration of securities of the same issuer with an aggregate fair value greater than 5% of the total balance, except for U.S. Treasuries and U.S. agency securities, which amounted to \$255.2 million, or 95% of the short-term investments. As of June 30, 2024 and December 31, 2023, all debt securities within the Company's portfolio are investment grade.

A significant portion of the Company's payment transactions are settled through one Issuing Bank, Sutton Bank. For the three months ended March 31, 2024 June 30, 2024 and 2023, 74% 72% and 80% 77% of Total Processing Volume, which is the total dollar amount of payments processed through the Company's platform, net of returns and chargebacks, was settled through Sutton Bank, respectively. For the six months ended June 30, 2024 and 2023, 73% and 78% of Total Processing Volume was settled through Sutton Bank, respectively.

A significant portion of the Company's revenue is derived from one customer. For the three months ended March 31, 2024 June 30, 2024 and 2023, this customer accounted for 49% 47% and 76% 78% of the Company's net revenue, respectively. For the six months ended June 30, 2024 and 2023, this customer accounted for 48% and 77% of the Company's net revenue, respectively. As of March 31, 2024 June 30, 2024, two other customers accounted for 16% 21% and 10% of the Company's accounts receivable balance.

## 14. Subsequent Events

### Board Leadership Transition

On May 6, 2024, Jason Gardner informed the board of directors and the Company agreed that Mr. Gardner would step down from his position as Executive Chairman, effective June 13, 2024 (or, if later, the date of the Company's 2024 Annual Meeting of Stockholders, the "Transition Date"). Mr. Gardner will continue to serve as a non-employee director on the board of directors.

In connection with Mr. Gardner's departure, the Company and Mr. Gardner have entered into a Transition Agreement, pursuant to which, among other things, (i) Mr. Gardner will continue to perform his normal duties as Executive Chairman until the Transition Date and (ii) the Company agrees to continue to nominate Mr. Gardner for election to the board of directors at each annual meeting of the Company's stockholders at which Mr. Gardner's term as a director expires, as long as he continues to hold at least 20% voting power of the Company and continues to satisfy the other criteria set forth in the Transition Agreement.

As a result of Mr. Gardner's election to step down as Executive Chairman, the Executive Chairman Long-Term Performance Award will be forfeited by its terms, effective as of the Transition Date. The forfeiture is expected to result in a one-time reversal of share-based compensation expenses of \$157.8 million in the second quarter of 2024.

On May 6, 2024, the Board appointed Jud Linville as independent Chairman of the board of directors effective as of the Transition Date.

#### Share Conversion

On May 6, 2024, Mr. Gardner elected to voluntarily convert 17.7 million outstanding shares of Class B common stock into shares of Class A common stock on a one-for-one basis, effective immediately, pursuant to Article IV.D.3(a) of the Company's Amended and Restated Certificate of Incorporation. The Class B common stock is substantially the same as the Class A common stock except Class B common stock has ten votes per share whereas Class A common stock has one vote per share. As a result of the voluntary conversions, Mr. Gardner will beneficially own effective voting power of approximately 40% as of May 6, 2024.

#### Share Repurchase Program

On May 6, 2024, the Company's board of directors unanimously authorized the repurchase of up to \$200 million of the Company's Class A common stock. Under the repurchase program, the Company is authorized to repurchase shares through open market purchases, in privately negotiated transactions or by other means, in accordance with applicable federal securities laws, including through trading plans under Rule 10b5-1 of the Exchange Act. The number of shares repurchased and the timing of purchases will be based on general business and market conditions, and other factors, including legal requirements. The share repurchase program has no set expiration date and may be canceled or suspended at any time without notice.

#### Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

You should read the following discussion and analysis of our financial condition and results of operations together with our Condensed Consolidated Financial Statements and the related notes included elsewhere in this Quarterly Report on Form 10-Q and in our 2023 Annual Report. This discussion contains forward-looking statements based upon current expectations that involve risks and uncertainties. As discussed in the section titled "Note About Forward Looking Statements", our actual results may differ materially from those discussed in these forward-looking statements as a result of various factors, including those set forth or incorporated by reference under the section titled "Risk Factors" in this Quarterly Report on Form 10-Q and in our 2023 Annual Report.

##### Overview

Marqeta's mission is modernizing financial services by making the entire payment experience native and delightful. Marqeta's modern platform empowers our customers to create customized and innovative payment card programs with configurability and flexibility. Marqeta's open APIs provide instant access to highly scalable, cloud-based payment infrastructure that enables customers to embed the payments experience into apps or websites for a personalized user experience. Customers can launch and manage their own card programs, issue cards, and authorize and settle payment transactions quickly using our platform. We also deliver robust card program management, allowing our customers to embed Marqeta in their offering without having to build certain complex compliance elements or customer support services.

Marqeta's innovative products are developed with deep domain expertise and a customer-first mindset to launch, scale, and manage card programs. Marqeta provides all of its customers with issuer processor services, and for most of its customers it also acts as a card program manager. Depending on a customer's desired level of control and responsibility, Marqeta can work with companies in a range of different configurations:

- Managed By Marqeta: With Managed By Marqeta ("MxM"), Marqeta provides an Issuing Bank partner to act as the Bank Identification Number ("BIN") sponsor for the customer's card program, manages the customer's card program on behalf of the Issuing Bank, and provides a full range of services including configuring many of the critical resources required by a customer's production environment. In addition to providing the customer access to the Marqeta dashboard via our APIs, Marqeta also manages a number of the primary tasks related to launching a card program, such as defining and managing the program with the Card Networks and Issuing Bank, operating the program and managing certain profitability components, and managing compliance with applicable regulations, the Issuing Bank, and Card Network rules. Also available to our MxM customers are a variety of managed services, including dispute management, fraud scoring, card fulfillment, and cardholder support services.
- Powered By Marqeta: With Powered By Marqeta ("PxM"), Marqeta also provides customers access to the Marqeta dashboard via our APIs, provides payment processing, and assists with certain configuration elements that enable the customer to use the platform independently. Unlike under our MxM card programs, our PxM customers are responsible for other elements of the card program, including defining and managing the program with the Card Networks and Issuing Bank as well as managing compliance with applicable regulations, the Issuing Bank, and Card Network rules.

Given the modularity of the Marqeta platform, certain customers can also opt to incorporate elements of MxM into their PxM card program to create a custom Powered By Plus solution.

##### Impact of Macroeconomic Factors

We are unable to predict the impact macroeconomic factors, including various geopolitical conflicts, uncertainty related to global elections, ongoing supply chain shortages, higher inflation and interest rates, and uncertainty in global economic conditions will have on our processing volumes, and on our future results of operations. A deterioration in macroeconomic conditions could increase the risk of lower consumer spending, consumer and merchant bankruptcy, insolvency, business failure, higher credit losses, foreign currency fluctuations, or other business interruption, which may adversely impact our business. We continue to monitor these situations and may take actions that alter our

operations and business practices as may be required by federal, state, or local authorities or that we determine are in the best interests of our customers, vendors, and employees. See the section titled "Risk Factors" in this Quarterly Report on Form 10-Q and in our 2023 Annual Report for further discussion **or incorporation by**

**reference** of the possible impact of these macroeconomic factors on our business.

#### Key Operating Metric and Non-GAAP Financial Measures

We review a number of operating and financial metrics, including the key operating metric set forth below, to help us evaluate our business and growth trends, establish budgets, evaluate the effectiveness of our investments, and assess operational efficiencies. In addition to the results determined in accordance with GAAP, the following table sets forth a key operating metric and non-GAAP financial measures that we consider useful in evaluating our operating performance.

	Three Months Ended March 31,	Three Months Ended March 31,	Three Months Ended March 31,	Three Months Ended June 30,	Six Months Ended June 30,	
	2024	2024	2024	2023	2024	2023
	2024	2024	2024			
Total Processing Volume (TPV) (in millions)						
Total Processing Volume (TPV) (in millions)						
Total Processing Volume (TPV) (in millions)						
Net revenue (in thousands)						
Net revenue (in thousands)						
Net revenue (in thousands)						
Gross profit (in thousands)						
Gross profit (in thousands)						
Gross profit (in thousands)						
Gross margin	Gross margin	63 %		37 %	67 %	39 %
Gross margin						
Gross margin						
Net loss (in thousands)						
Net loss (in thousands)						
Net loss (in thousands)						
Net loss margin						
Net loss margin						
Net loss margin						
Total operating expenses (in thousands)						
Total operating expenses (in thousands)						
Total operating expenses (in thousands)						
Net income (loss) (in thousands)						
Net income (loss) margin		95 %		(25) %	34 %	(28) %
Total operating (benefit) expenses (in thousands)						
<b>Non-GAAP Measures:</b>						
<b>Non-GAAP Measures:</b>						
<b>Non-GAAP Measures:</b>						
Adjusted EBITDA (in thousands)						
Adjusted EBITDA (in thousands)						
Adjusted EBITDA (in thousands)						
Adjusted EBITDA margin	Adjusted EBITDA margin	(1) %		0.4 %	3 %	(1) %

Adjusted EBITDA margin
Adjusted EBITDA margin
Non-GAAP operating expenses (in thousands)
Non-GAAP operating expenses (in thousands)
Non-GAAP operating expenses (in thousands)

**Total Processing Volume ("TPV")** - TPV represents the total dollar amount of payments processed through our platform, net of returns and chargebacks. We believe that TPV is a key operating metric and a principal indicator of the market adoption of our platform, growth of our brand, growth of our customers' businesses and scale of our business.

**Adjusted EBITDA** - Adjusted EBITDA is a non-GAAP financial measure that is calculated as ~~net~~ Net income (loss) adjusted to exclude depreciation and amortization; share-based compensation expense; ~~executive chairman long-term performance award~~; payroll tax related to share-based compensation; restructuring charges; acquisition related expenses which consist of due diligence costs, transaction costs and integration costs related to potential or successful acquisitions and cash and non-cash postcombination compensation expenses; income tax expense (benefit); and other income (expense) net, which consists of interest income from our short-term investments, realized foreign currency gains and losses, our share of equity method investments' profit or loss, impairment of equity method investments or other financial instruments, and gain from sale of equity method investments. We believe that Adjusted EBITDA is an important measure of operating performance because it allows management and our board of directors to evaluate and compare our core operating results, including our operating efficiencies, from period to period. Additionally, we utilize Adjusted EBITDA as an input into our calculation of our annual employee bonus ~~plans~~. ~~plans and performance-based restricted stock units~~. See the section below titled "Use of Non-GAAP Financial Measures" for a discussion of the use of non-GAAP measures, a change in presentation, and a reconciliation of ~~net loss~~ Net income (loss) to Adjusted EBITDA.

**Adjusted EBITDA Margin** - Adjusted EBITDA Margin is a non-GAAP financial measure that is calculated as Adjusted EBITDA divided by ~~net~~ Net revenue. This measure is used by management and our board of directors to evaluate our operating efficiency. See the section below titled "Use of Non-GAAP Financial Measures" for a discussion of the use of non-GAAP measures and a reconciliation of ~~net loss~~ Net income (loss) to Adjusted EBITDA Margin.

**Non-GAAP operating expenses** - Non-GAAP operating expenses is a non-GAAP financial measure that is calculated as ~~total~~ Total operating expenses adjusted to exclude depreciation and amortization; share-based compensation expense; ~~executive chairman long-term performance award~~; payroll tax related to share-based compensation; restructuring charges; and acquisition-related expenses which consists of due

diligence costs, transaction cost and integration costs related to potential or successful acquisitions, and cash and non-cash postcombination compensation expenses. We believe that non-GAAP operating expenses is an important measure of operating performance because it allows management and our board of directors to evaluate and compare our core operating results, including our operating efficiencies, from period to period. See the section below titled

"Use" "Use of Non-GAAP Financial Measures" for a discussion of the use of non-GAAP measures, a change in presentation, and a reconciliation of ~~total~~ ~~operation~~ operating expenses to non-GAAP operating expenses.

#### Components of Results of Operations

##### Net Revenue

We have two components of net revenue: platform services revenue, net and other services revenue.

*Platform services revenue, net.* Platform services revenue includes Interchange Fees, net of Revenue Share and other service-level payments to customers, and Card Network and Issuing Bank costs for certain customer arrangements where the Company is an agent in the delivery of services to the customer. Platform services revenue also includes processing and other fees. "Interchange Fees" are transaction-based and volume-based fees set by a Card Network and paid by a merchant bank to the Issuing Bank that issued the payment card used to purchase goods or services from a merchant. The Company earns Interchange Fees on card transactions we process for our customers and are based on a percentage of the transaction amount plus a fixed amount per transaction. Interchange Fees are recognized when the associated transactions are settled.

"Revenue Share" payments are incentives to our customers to increase their processing volumes on our platform. Revenue Share is generally computed as a percentage of the Interchange Fees earned or processing volume and is paid to our MxM customers monthly. Revenue Share payments are recorded as a reduction to net revenue. Generally, as customers' processing volumes increase, the rates at which we share revenue increase.

Processing and other fees are priced as either a percentage of processing volume or on a fee per transaction basis and are earned when payment cards are used at automated teller machines or to make cross-border purchases. Minimum processing fees, where customers' processing volumes fall below certain thresholds, are also included in processing and other fees.

We recognize revenue when the promised services are complete, and our performance obligations are satisfied. Platform services are considered complete when we have authorized the transaction, validated that the transaction has no errors, and accepted and posted the data to our records.

*Other services revenue.* Other services revenue primarily consists of revenue earned for card fulfillment services. Card fulfillment fees are generally billed to customers upon ordering card inventory and recognized as revenue when the cards are shipped to the customers.

##### Costs of Revenue

Costs of revenue consist of Card Network fees, Issuing Bank fees, and card fulfillment costs for customer arrangements where the Company is the principal in providing services to the customer and excludes depreciation and amortization, which is reported separately within the Consolidated Statements of Operations and Comprehensive Loss. Card Network fees are equal to a specified percentage of processing volume or a fixed amount per transaction routed through the respective Card Network. Issuing Bank fees compensate our Issuing Banks for issuing cards to our customers and sponsoring our card programs with the Card Networks and are typically equal to a specified percentage of processing volume or a fixed amount per transaction. Card fulfillment costs include physical cards, packaging, and other fulfillment costs.

We have separate marketing and incentive arrangements with Card Networks that provide us with monetary incentives for establishing customer card programs with, and routing volume through, the respective Card Network. The amount of the incentives is generally determined based on a percentage of the processing volume or the number of transactions routed over the Card Network. We record these incentives as a reduction of Card Network fees in customer arrangements where the Company is the principal. Generally, as processing volumes increase, we earn a higher rate of monetary incentives from these arrangements, subject to attaining certain volume thresholds during an annual measurement period. For certain incentive arrangements with an annual measurement period, the one-year period may not align with our fiscal year. Additionally, uncertainty in the ultimate annual attainment of incentives can result in unusual fluctuations in Card Network fees and can occur in the quarter in which volume thresholds are attained as higher incentive rates are applied to volumes over the entire measurement periods, which can span six or twelve months.

Generally, we earn a higher rate of monetary incentives during the first quarter as the annual measurement period is closest to completion and higher volume thresholds have been reached. In the second quarter, we generally earn the lowest rate of monetary incentives as the annual measurement period and volume thresholds have reset.

### **Operating (Benefit) Expenses**

**Compensation and Benefits.** Benefits consist primarily of salaries, employee benefits, severance and other termination benefits, incentive compensation, contractors' cost, and share-based compensation.

**Technology** **Technology** **Technology** consists primarily of third-party hosting fees, software licenses, and hardware purchases below our capitalization threshold, and support and maintenance costs.

**Professional Services.** Services Professional services consist primarily of consulting, legal, audit, and recruiting fees

**Occupancy.** Occupancy consists primarily of rent expense, repairs, maintenance, and other building related costs.

**Depreciation and Amortization.** Amortization Depreciation and amortization consist consists primarily of depreciation of our fixed assets and amortization of capitalized Internal-use software and developed technology intangible assets.

**Marketing and Advertising** **Advertising** Marketing and advertising consist primarily of costs of general marketing and promotional activities.

**Other Operating Expenses.** Expenses Other operating expenses consist primarily of insurance costs, indemnification costs, travel-related expenses, indirect state and local taxes, and other general office expenses.

*Executive Chairman Long-Term Performance Award* consists of share-based compensation related to the Executive Chairman Long-Term Performance Award including the impact of forfeiture.

**Other Income (Expense), net**

Other income (expense), net consists primarily of interest income from our short-term investments and cash deposits, gain from sale of equity method investments, impairment of equity method investments or other financial instruments, equity method investment share of loss, and realized foreign currency gains and losses.

### Income Tax Expense (Benefit)

Income tax expense consists of U.S. federal and state income taxes, and income taxes related to certain foreign jurisdictions. We maintain a full valuation allowance against our U.S. federal and state net deferred tax assets as we have concluded that it is not more likely than not that we will realize our net deferred tax assets.

## Results of Operations

The following table sets forth our results of operations for the periods presented:

The following table sets forth our results of operations for the periods presented:		Three Months Ended March 31,	Three Months Ended March 31,	Three Months Ended March 31,
	(dollars in thousands)			
	(dollars in thousands)			
	(dollars in thousands)	Three Months Ended June 30,	Three Months Ended June 30,	Six Months Ended June 30,

Net revenue
Net revenue
Net revenue
Costs of revenue
Costs of revenue
Costs of revenue
Gross profit
Gross profit
Gross profit
Operating expenses:
Operating expenses:
Operating expenses:
Operating (benefit) expenses:
Compensation and benefits
Compensation and benefits
Compensation and benefits
Technology
Technology
Technology
Professional services
Professional services
Professional services
Occupancy
Occupancy
Occupancy
Depreciation and amortization
Depreciation and amortization
Depreciation and amortization
Marketing and advertising
Marketing and advertising
Marketing and advertising
Other operating expenses
Other operating expenses
Other operating expenses
Total operating expenses
Total operating expenses
Total operating expenses
Loss from operations
Loss from operations
Loss from operations
Executive chairman long-term performance award
Total operating (benefit) expenses
Income (loss) from operations
Other income, net
Other income, net
Other income, net
Loss before income tax expense
Loss before income tax expense
Loss before income tax expense
Income (loss) before income tax expense
Income tax expense (benefit)
Income tax expense (benefit)

Income tax expense (benefit)
Net loss
Net loss
Net loss
Net income (loss)

Comparison of the Three Months Ended **March 31, 2024** **June 30, 2024** and **2023**

**Net Revenue**

(dollars in thousands)	Three Months Ended March 31,		\$ Change	% Change
	2024	2023		
<b>Net revenue:</b>				
Total platform services, net	\$ 113,935	\$ 210,333	\$ (96,398)	(46)%
Other services	4,033	7,010	(2,977)	(42)%
<b>Total net revenue</b>	<b>\$ 117,968</b>	<b>\$ 217,343</b>	<b>\$ (99,375)</b>	<b>(46)%</b>
<b>Total Processing Volume (TPV) (in millions)</b>	<b>\$ 66,666</b>	<b>\$ 50,020</b>	<b>\$ 16,646</b>	<b>33 %</b>
Three Months Ended June 30,				
(dollars in thousands)	2024		\$ Change	% Change
	2024	2023		
<b>Net revenue:</b>				
Total platform services, net	\$ 119,271	\$ 226,198	\$ (106,927)	(47)%
Other services	5,999	4,917	1,082	22 %
<b>Total net revenue</b>	<b>\$ 125,270</b>	<b>\$ 231,115</b>	<b>\$ (105,845)</b>	<b>(46)%</b>
<b>Total Processing Volume (TPV) (in millions)</b>	<b>\$ 70,627</b>	<b>\$ 53,615</b>	<b>\$ 17,012</b>	<b>32 %</b>

Total net revenue decreased by **\$99.4** **\$105.8** million, or 46%, for the three months ended **March 31, 2024** **June 30, 2024** compared to the same period in 2023, of which a decrease of **\$106.9** **\$121.2** million was attributable to our largest customer, Block, Inc. The decrease in net revenue was primarily driven by the amendment to the Block agreement in August 2023 (the "August 2023 Block Amendment") which allowed for reduced pricing and impacted the revenue presentation for the Cash App Program as fees owed to Issuing Banks and Card Networks related to the Cash App primary Card Network volume are recorded as a reduction to the revenue earned from the Cash App program within Net revenue effective as of July 1, 2023. In prior periods, these costs were included within Costs of revenue. The impact of these fees for the three months ended **March 31, 2024** **June 30, 2024** was a **\$125.6** **\$139.1** million reduction to Net revenue, negatively impacting the growth rate by 58 ppts. 60 percentage points ("ppts"). These decreases in net revenue were partially offset by increased TPV from Block's programs. Revenue from other customers increased **\$7.6** **\$15.4** million, primarily driven by a 41% an increase in TPV partially offset by the impact of contract renewals and unfavorable changes in the mix of our card programs, particularly the growth of our PxM offering.

Other services revenue decreased **\$3.0** increased **\$1.1** million, or **42%** **22%**, in the three months ended **March 31, 2024** **June 30, 2024** compared to the same period in 2023 due to a one-time card replacement fulfillment order which orders that occurred in during the prior current year.

The increase in TPV was driven by growth across all our major verticals, particularly financial services, with PxM customers outperforming MxM customers. The growth in TPV for our top five customers, as determined by their individual processing volume in each respective period, was **28%** **24%** in the three months ended **March 31, 2024** **June 30, 2024** compared to the same period in 2023, while TPV from all other customers, as a group, grew by **64%** **75%** in the three months ended **March 31, 2024** **June 30, 2024** compared to the same period in 2023. Note that the top five customers may differ between the two periods.

**Costs of Revenue and Gross Margin**

(dollars in thousands)	Three Months Ended March 31,		% Change	Costs of revenue:	Three Months Ended June 30,	
	2024	2023			\$ Change	% Change
Card Network fees, net						

Card Network fees, net												
Card Network fees, net	\$ 27,244	\$ 116,633	\$ (89,389)	(77)	(77)%		\$ 37,940	\$ 135,004	\$ (97,064)	(72)	(72)	%
Issuing Bank fees	Issuing Bank fees	3,009	7,280	(4,271)	(59)	(59)%	Issuing Bank fees	3,286	7,772	(4,486)	(58)	(58)%
Other	Other	3,554	4,266	(712)	(17)	(17)%	Other	4,691	3,730	961	26	26 %
Total costs of revenue	Total costs of revenue	\$ 33,807	\$ 128,179	\$ (94,372)	(74)	(74)%	Total costs of revenue	\$ 45,917	\$ 146,506	\$ (100,589)	(69)	(69)%
Gross profit												
Gross profit		\$ 84,161	\$ 89,164	\$ (5,003)	(6)	(6)%		\$ 79,353	\$ 84,609	\$ (5,256)	(6)	(6) %
Gross margin												

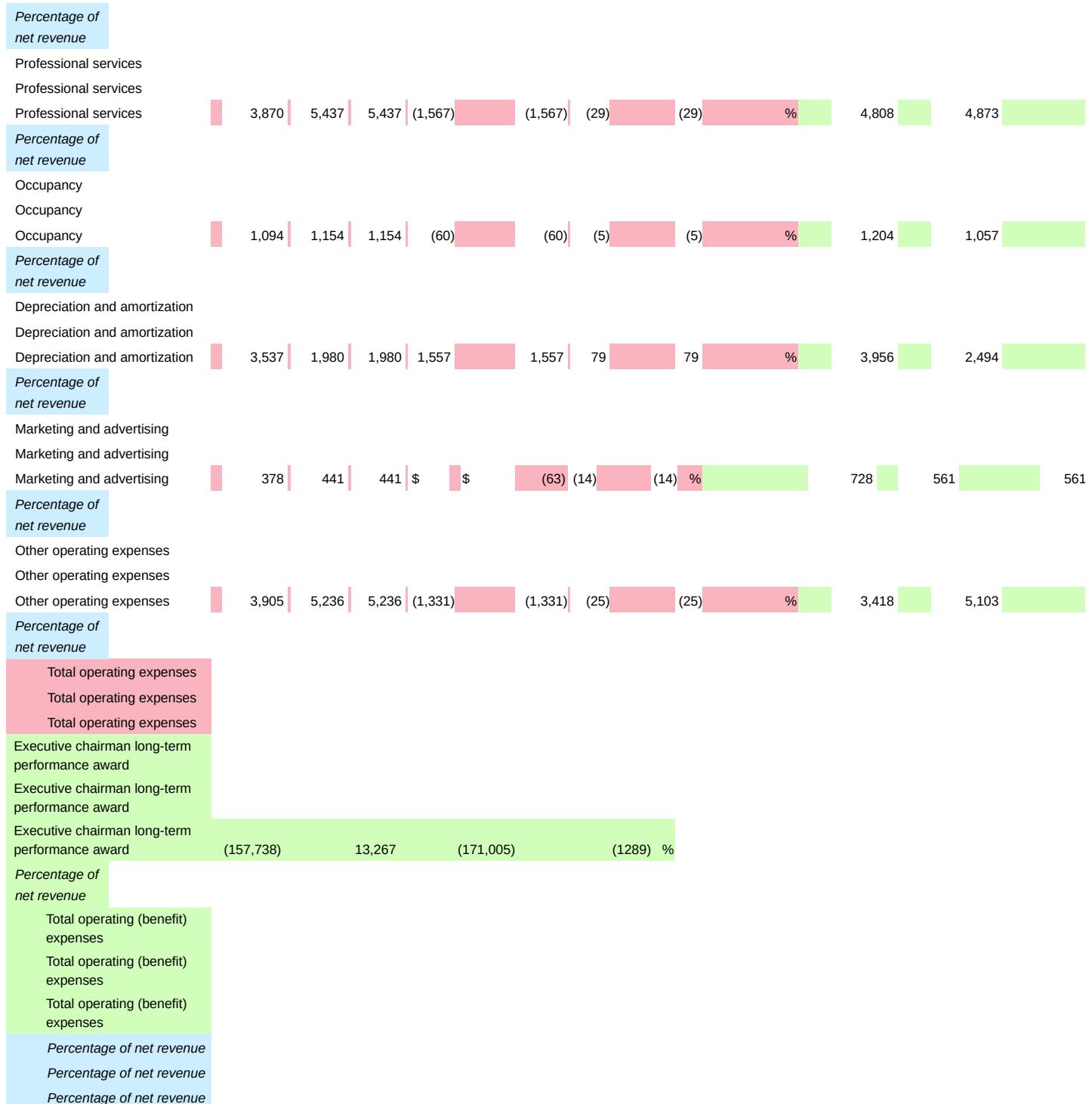
Costs of revenue decreased by \$94.4 million \$100.6 million, or 74% 69%, for the three months ended March 31, 2024 June 30, 2024 compared to the same period in 2023, of which a decrease of \$96.2 million \$100.7 million was attributable to Block, primarily due to the revenue presentation change for our fees owed to Issuing Banks and Card Networks related to the Cash App primary Card Network volume which are now reflected within Net revenue as a result of the August 2023 Block Amendment. Such decreases were partially offset by increased costs

resulting from the 33% 32% increase in TPV.

As a result of the decreases in net revenue and costs of revenue discussed above, our gross profit decreased by \$5.0 million \$5.3 million, or 6%, in the three months ended March 31, 2024 June 30, 2024 compared to the same period in 2023, and our gross margin increased by 30 26 percentage points in the three months ended March 31, 2024 June 30, 2024 compared to the same period in 2023.

#### Operating (Benefit) Expenses

	Three Months Ended March 31,				Three Months Ended June 30,							
	(dollars in thousands)				(dollars in thousands)							
	2024	2023			\$ Change		% Change			2024	2023	
<b>Operating expenses:</b>												
<b>Operating (benefit) expenses:</b>												
Salaries, bonus, benefits and payroll taxes												
Salaries, bonus, benefits and payroll taxes												
Salaries, bonus, benefits and payroll taxes	63,677	101,760	101,760	\$	\$	(38,083)	(37)	(37)	%	\$ 66,875	\$	\$ 82,623
Share-based compensation	Share-based compensation	44,434	45,999	45,999	\$	\$	(1,565)	(3)	(3)%	Share-based compensation	36,291	30,898
Total compensation and benefits	Total compensation and benefits	108,111	147,759	147,759	\$	\$	(39,648)	(27)	(27)%	Total compensation and benefits	103,166	113,521
Percentage of net revenue												
Technology		13,118	14,590	14,590	(1,472)		(1,472)	(10)	(10)%		14,769	13,154



Salaries, bonus, benefits, and payroll taxes decreased by \$38.1 million \$15.7 million, or 37% 19%, for the three months ended March 31, 2024 June 30, 2024 compared to the same period in 2023. The decrease was primarily driven by lower postcombination compensation costs to former employees of Power Finance, a decrease in wages, bonus, and benefits as result of lower headcount due to the restructuring that occurred in the second quarter of 2023 year over year and an increase in salaries, bonus, and benefits costs capitalized for internal-use software development development in 2024. Further, due to the restructuring which occurred in 2023, severance costs were elevated in 2023 relative to 2024.

Share-based compensation decreased increased by **\$1.6 million** **\$5.4 million** in the three months ended **March 31, 2024** **June 30, 2024** compared to the same period in 2023 mainly due to lower headcount as a result the forfeiture of the restructuring that occurred awards in the prior year paired with higher share-based compensation costs capitalized for internal-use software development related to the restructuring which occurred in 2023.

Technology expenses decreased by \$1.5 million for the three months ended March 31, 2024 June 30, 2024 compared to the same period in 2023. The decrease was primarily due to decreased higher licensing and hosting and other technology costs to support our continued growth as we more efficiently manage, implement and support our systems and costs, tools.

Professional services expenses decreased by \$1.6 million, or 29%, remained relatively flat for the three months ended March 31, 2024 June 30, 2024 compared to the same period in 2023. The decrease was primarily due to reduced consulting fees.

Occupancy expense remained relatively flat for the three months ended March 31, 2024 June 30, 2024 compared to the same period in 2023.

Depreciation and amortization expense increased by \$1.6 million for the three months ended March 31, 2024 June 30, 2024 compared to the same period in 2023. The increase was primarily due to an increase in the amortization of internally developed software and in the amortization of developed technology intangible assets originating from the Power Finance acquisition.

Marketing and advertising expenses remained relatively flat for the three months ended March 31, 2024 June 30, 2024 compared to the same period in 2023.

Other operating expenses decreased by \$1.3 million for the three months ended March 31, 2024 June 30, 2024 compared to the same period in 2023. The decrease was primarily due to continued cost optimization initiatives impacting the current year.

Executive chairman long-term performance award decreased for the three months ended June 30, 2024 compared to the same period in 2023 primarily due to a one-time reversal of share-based compensation expense of \$167.3 million, of which \$157.7 million related to expenses recognized in prior periods, as the Executive Chairman Long-Term Performance Award was forfeited in the current year as a result of the Company's Executive Chairman transitioning to a non-employee director role on the board of directors.

#### Other Income, net

		Three Months Ended March 31,		Three Months Ended June 30,									
(dollars in thousands)		(dollars in thousands)		(dollars in thousands)		(dollars in thousands)		(dollars in thousands)		(dollars in thousands)		(dollars in thousands)	
				2024	2023	\$ Change	% Change			2024	2023	\$ Change	% Change
Other income, net	Other income, net	\$ 13,926	\$ 11,672	\$ 2,254	19	19	% net	Other income, net	\$ 14,216	\$ 10,762	\$ 3,454	32	32 %

Percentage of net revenue

Other income, net increased by \$2.3 million for the three months ended March 31, 2024 June 30, 2024 compared to the same period in 2023. The increase was primarily due to an increase in interest income earned on our short-term investments portfolio in the first second quarter of 2024.

#### Income Tax Benefit Expense

Income tax benefit decreased by \$7.1 million for the three months ended March 31, 2024 June 30, 2024 compared to the same period in 2023 primarily attributable to a \$7.2 million partial valuation allowance release due to the acquisition of Power Finance Inc., offset by \$0.2 million of income tax expenses resulting from profitable foreign operations in 2023.

#### Customer Concentration

We generated 49% 47% and 76% 78% of our net revenue from our largest customer, Block, during the three months ended March 31, 2024 June 30, 2024 and 2023, respectively.

#### Comparison of the Six Months Ended June 30, 2024 and 2023

##### Net Revenue

		Six Months Ended June 30,					
				2024	2023	\$ Change	% Change
Net revenue:							
Total platform services, net		\$ 233,205	\$ 436,530			(203,325)	(47)%
Other services		10,032	11,926			(1,894)	(16)%
Total net revenue		\$ 243,237	\$ 448,456			\$ (205,219)	(46)%

Total Processing Volume (TPV) (in millions)	\$ 137,294	\$ 103,635	\$ 33,659	32 %
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Total net revenue decreased by \$205.2 million, or 46%, for the six months ended June 30, 2024 compared to the same period in 2023, of which \$228.2 million of this decrease was attributable to Block. The decrease in net revenue was primarily driven by the August 2023 Block Amendment. The impact of these fees for the six months ended June 30, 2024 was a \$264.7 million reduction to Net revenue, negatively impacting the growth rate by 59 ppts. These decreases in net revenue were partially offset by increased TPV from Block's programs. Revenue from other customers increased \$25.8 million, primarily driven by an increase in TPV partially offset by the impact of contract renewals and unfavorable changes in the mix of our card programs, particularly the growth of our PxM offering.

Other services revenue decreased \$1.9 million, or 16% in the six months ended June 30, 2024 compared to the same period in 2023 due to a one-time card fulfillment order which occurred in the prior year.

The increase in TPV was mainly driven by growth across all our major verticals, particularly financial services and PxM customers. The growth in TPV for our top five customers, as determined by their individual processing volume in each respective period, was 26% in the six months ended June 30, 2024 compared to the same period in 2023, while TPV from all other customers, as a group, grew by 70% in the six months ended June 30, 2024 compared to the same period in 2023. Note that the top five customers may differ between the two periods.

#### Costs of Revenue and Gross Margin

(dollars in thousands)	Six Months Ended June 30,		\$ Change	% Change
	2024	2023		
<b>Costs of revenue:</b>				
Card Network fees, net	65,184	251,637	\$ (186,453)	(74)%
Issuing Bank fees	6,296	15,052	(8,756)	(58)%
Other	8,245	7,996	249	3 %
<b>Total costs of revenue</b>	<b>\$ 79,725</b>	<b>\$ 274,685</b>	<b>\$ (194,960)</b>	<b>(71)%</b>
<b>Gross profit</b>	<b>\$ 163,512</b>	<b>\$ 173,771</b>	<b>\$ (10,259)</b>	<b>(6)%</b>
<b>Gross margin</b>	<b>67 %</b>	<b>39 %</b>		

Costs of revenue decreased by \$195.0 million for the six months ended June 30, 2024 compared to the same period in 2023. The decrease was primarily due to the revenue presentation change as a result of the August 2023 Amendment. These decreases were partially offset by increases in Issuing Bank and Network fees driven by the 32% increase in TPV.

As a result of the decreases in net revenue and costs of revenue discussed above, our gross profit decreased by \$10.3 million, or 6%, for the six months ended June 30, 2024 compared to the same period in 2023. Our gross margin increased by 28 percentage points in the six months ended June 30, 2024 compared to the same period in 2023.

#### Operating (Benefit) Expenses

(dollars in thousands)	Six Months Ended June 30,		\$ Change	% Change
	2024	2023		
<b>Operating expenses:</b>				
Salaries, bonus, benefits and payroll taxes	\$ 130,552	\$ 184,383	\$ (53,831)	(29)%
Share-based compensation	67,604	63,776	3,828	6 %
<b>Total compensation and benefits</b>	<b>198,156</b>	<b>248,159</b>	<b>(50,003)</b>	<b>(20)%</b>
<i>Percentage of net revenue</i>	<i>81 %</i>	<i>55 %</i>		
Technology	27,887	27,744	143	1 %
<i>Percentage of net revenue</i>	<i>11 %</i>	<i>6 %</i>		
Professional services	8,678	10,310	(1,632)	(16)%
<i>Percentage of net revenue</i>	<i>4 %</i>	<i>2 %</i>		
Occupancy	2,298	2,211	87	4 %
<i>Percentage of net revenue</i>	<i>1 %</i>	<i>— %</i>		
Depreciation and amortization	7,493	4,474	3,019	67 %
<i>Percentage of net revenue</i>	<i>3 %</i>	<i>1 %</i>		
Marketing and advertising	1,106	1,002	104	10 %
<i>Percentage of net revenue</i>	<i>— %</i>	<i>— %</i>		
Other operating expenses	7,322	10,336	(3,014)	(29)%
<i>Percentage of net revenue</i>	<i>3 %</i>	<i>2 %</i>		

Executive chairman long-term performance award	\$ (144,617)	\$ 26,388	(171,005)	(648)%
Percentage of net revenue	(59)%	6 %		
Total operating (benefit) expenses	\$ 108,323	\$ 330,624	\$ (222,301)	
Percentage of net revenue	45%	74%		

Salaries, bonus, benefits, and payroll taxes decreased by \$53.8 million or 29%, for the six months ended June 30, 2024 compared to the same period in 2023. The decrease was driven by lower postcombination compensation costs to former employees of Power Finance, lower severance costs as a restructuring occurred in 2023, lower headcount year over year and an increase in salaries, bonus, and benefits costs capitalized for internal-use software development in 2024.

Share-based compensation increased by \$3.8 million in the six months ended June 30, 2024 compared to the same period in 2023 mainly due to the forfeiture of awards in the prior year related to the restructuring which occurred in 2023.

Technology expenses remained relatively flat for the six months ended June 30, 2024 compared to the same period in 2023.

Professional services expenses decreased by \$1.6 million, or 16%, for the six months ended June 30, 2024 compared to the same period in 2023. The decrease was primarily due to decreased consulting fees.

Occupancy expense remained relatively flat for the six months ended June 30, 2024 compared to the same period in 2023.

Depreciation and amortization increased by \$3.0 million, or 67%, for the six months ended June 30, 2024 compared to the same period in 2023. The increase was primarily due to the amortization of internally developed software and to the amortization of developed technology intangible assets originating from the Power Finance acquisition.

Marketing and advertising expenses remained relatively flat for the six months ended June 30, 2024 compared to the same period in 2023.

Other operating expenses decreased by \$3.0 million, or 29%, for the six months ended June 30, 2024 compared to the same period in 2023. The decrease was primarily due to cost optimization initiatives impacting the current year.

Executive chairman long-term performance award decreased for the six months ended June 30, 2024 compared to the prior year comparable period primarily due to a one-time reversal of share-based compensation expense of \$167.3 million, of which \$144.6 million related to prior year periods, as the Executive Chairman Long-Term Performance Award was forfeited in 2024 as a result of the Company's Executive Chairman transitioning to a non-employee director role on the board of directors.

#### ***Other Income, net***

(dollars in thousands)	Six Months Ended June 30,		\$ Change	% Change
	2024	2023		
Other income, net	\$ 28,143	\$ 22,434	\$ 5,709	25 %
Percentage of net revenue	12 %	5 %		

Other income, net increased by \$5.7 million, or 25%, for the six months ended June 30, 2024 compared to the same period in 2023. The increase was primarily attributable to an increase in interest income earned on our short-term investments portfolio in the six months ended June 30, 2024.

#### ***Income Tax Expense (Benefit)***

Income tax expense increased by \$7.1 million for the six months ended June 30, 2024 compared to the same period in 2023 primarily due to a \$7.2 million partial valuation allowance release in the prior year stemming from the acquisition of Power Finance Inc.

#### ***Customer Concentration***

We generated 48% and 77% of our net revenue from our largest customer, Block, during the six months ended June 30, 2024 and 2023, respectively.

#### ***Use of Non-GAAP Financial Measures***

Our non-GAAP measures have limitations as analytical tools and you should not consider them in isolation. These non-GAAP measures should not be viewed as a substitute for, or superior to, measures prepared in accordance with GAAP. In evaluating these non-GAAP measures, you should be aware that in the future we will incur expenses similar to the adjustments in the presentation of our non-GAAP measures set forth under "Key Operating Metric and Non-GAAP Financial Measures". There are a number of limitations related to the use of these non-GAAP measures versus their most directly comparable GAAP measures, including the following:

- other companies, including companies in our industry, may calculate adjusted EBITDA and non-GAAP operating expenses differently than how we calculate this measure or not at all; this reduces its usefulness as a comparative measure;
- although depreciation and amortization are non-cash charges, the assets being depreciated and amortized may have to be replaced in the future, and adjusted EBITDA does not reflect cash capital expenditure requirements for such replacements or for new capital expenditures; and
- adjusted EBITDA does not reflect the effect of income taxes that may represent a reduction in cash available to us.

We encourage investors to review the related GAAP financial measures and the reconciliation of the non-GAAP financial measures to their most directly comparable GAAP financial measures.

A reconciliation of net loss Net income (loss) to adjusted EBITDA and GAAP operating (benefit) expenses to non-GAAP operating expenses for the periods presented is as follows:

(dollars in thousands)	Three Months Ended March 31,	
	2024	2023
Net revenue	\$ 117,968	\$ 217,343
Net loss	\$ (36,060)	\$ (68,801)
Net loss margin	(31)%	(32)%
Total operating expenses	\$ 134,013	\$ 176,597
Net loss	\$ (36,060)	\$ (68,801)
Depreciation and amortization expense	3,537	1,980
Share-based compensation expense	44,434	45,999
Payroll tax expense related to share-based compensation	1,165	640
Acquisition-related expenses <sup>(1)</sup>	9,944	34,468
Other income, net	(13,926)	(11,672)
Income tax expense (benefit)	134	(6,960)
Adjusted EBITDA	\$ 9,228	\$ (4,346)
Adjusted EBITDA Margin	8 %	(2)%
Total operating expenses	\$ 134,013	\$ 176,597
Depreciation and amortization expense	(3,537)	(1,980)
Share-based compensation expense	(44,434)	(45,999)
Payroll tax expense related to share-based compensation	(1,165)	(640)
Acquisition-related expenses <sup>(1)</sup>	(9,944)	(34,468)
Non-GAAP operating expenses	\$ 74,933	\$ 93,510
<hr/>		
(dollars in thousands)	Three Months Ended June 30,	
	2024	2023
Net revenue	\$ 125,270	\$ 231,115
Net income (loss)	\$ 119,108	\$ (58,797)
Net income (loss) margin	95 %	(25)%
Total operating (benefit) expenses	\$ (25,689)	\$ 154,030
Net income (loss)	\$ 119,108	\$ (58,797)
Depreciation and amortization expense	3,956	2,494
Share-based compensation expense <sup>(1)</sup>	36,291	33,789
Executive chairman long-term performance award <sup>(1)</sup>	(157,738)	13,267
Payroll tax expense related to share-based compensation	702	638
Acquisition-related expenses <sup>(2)</sup>	9,930	11,684
Restructuring	—	8,373
Other income, net	(14,216)	(10,762)
Income tax expense (benefit)	150	138
Adjusted EBITDA	\$ (1,817)	\$ 824
Adjusted EBITDA Margin	(1)%	0.4 %
Total operating (benefit) expenses	\$ (25,689)	\$ 154,030
Depreciation and amortization expense	(3,956)	(2,494)

Share-based compensation expense	(36,291)	(33,789)	(67,604)	(66,667)
Executive chairman long-term performance award	157,738	(13,267)	144,617	(26,388)
Payroll tax expense related to share-based compensation	(702)	(638)	(1,867)	(1,278)
Restructuring	—	(8,373)	—	(8,373)
Acquisition-related expenses <sup>(2)</sup>	(9,930)	(11,684)	(19,873)	(46,152)
<b>Non-GAAP operating expenses</b>	<b>\$ 81,170</b>	<b>\$ 83,785</b>	<b>\$ 156,103</b>	<b>\$ 177,292</b>

(1) Prior period amounts related to our Executive Chairman Long-Term Performance Award have been reclassified to conform to the current period presentation.

(2) Acquisition-related expenses, which include transaction costs, integration costs and cash and non-cash postcombination compensation expense, have been excluded from adjusted EBITDA as such expenses are not reflective of our ongoing core operations and are not representative of the ongoing costs necessary to operate our business; instead, these are costs specifically associated with a discrete transaction.

### Liquidity and Capital Resources

As of **March 31, 2024** **June 30, 2024**, our principal sources of liquidity included cash, cash equivalents, and short-term investments totaling \$1.2 billion, with such amounts held for working capital purposes. Our cash equivalents and short-term investments were comprised primarily of bank deposits, money market funds, U.S. treasury bills, U.S. treasury securities, U.S. agency securities, asset-backed securities, commercial paper, certificates of deposit, and corporate debt securities. We have generated significant operating losses as reflected in our accumulated deficit. We expect to continue to incur operating losses for the foreseeable future.

On **May 8, 2023** **May 6, 2024**, our the Company's board of directors unanimously authorized a share the repurchase program (the "2023 Share Repurchase Program") of up to \$200 million of our the Company's Class A common stock. stock (the "2024 Share Repurchase Program") as the prior program (the "2023 Share Repurchase Program," authorized for \$200 million on May 8, 2023) had been

exhausted during the first quarter of 2024. Both plans have the same repurchase conditions. Under the **2023 Share 2024 Repurchase Program**, we are the Company is authorized to repurchase shares through open market purchases, in privately negotiated transactions or by other means, in accordance with applicable federal securities laws, including through trading plans under Rule 10b5-1 of the Exchange Act. The **2023 number of shares repurchased and the timing of purchases will be based on general business and market conditions, and other factors, including legal requirements. The 2024 Share Repurchase Program has no set expiration date; however the program was exhausted during the first quarter of 2024**, date and may be canceled or suspended at any time without notice.

On February 3, 2023, we acquired all outstanding stock of Power Finance Inc. ("Power Finance"). As part of the terms of the acquisition, we entered into postcombination cash compensation arrangements with certain key acquired employees whereby we shall pay them \$85.1 million of cash over a weighted average 2.2 year service period following the acquisition date (subject to forfeiture upon termination). As of **March 31, 2024** **June 30, 2024**, **\$44.1 million** **\$34.2 million** of the postcombination cash compensation arrangements remained outstanding.

We believe our existing cash and cash equivalents, and our short-term investments will be sufficient to meet our working capital and capital expenditure needs for more than the next 12 months. As of the date of filing this Quarterly Report on Form 10-Q, we have access to and control over all our cash, cash equivalents and short-term investments, except amounts held as restricted cash. Our future capital requirements will depend on many factors, including our planned continuing investment in product development, platform infrastructure, share repurchases, and global expansion. We will use our cash for a variety of needs, including for ongoing investments in our business, potential strategic acquisitions, capital expenditures and investment in our infrastructure, including our non-cancellable purchase commitments with cloud-computing service providers and certain Issuing Banks.

As of **March 31, 2024** **June 30, 2024**, we had \$8.5 million in restricted cash which included a deposit held at an Issuing Bank to provide the Issuing Bank collateral in the event that our customers' funds are not deposited at the Issuing Bank in time to settle our customers' transactions with the Card Networks. Restricted cash also includes cash held at a bank to secure our payments under a lease agreement for our office space.

### Cash Flows

The following table summarizes our cash flows for the periods indicated:

	Three Months Ended March 31,		Six Months Ended June 30,		
	2024	2024	2023	2024	2023
(in thousands)					
Net cash provided by (used in) operating activities					
Net cash provided by (used in) investing activities					
Net cash used in financing activities					
Net decrease in cash, cash equivalents, and restricted cash					

### Operating Activities

Our largest source of cash provided by our operating activities is our net revenue. Our primary uses of cash in our operating activities are for Card Network and Issuing Bank fees, and employee-related compensation. The timing of settlement of certain operating assets and liabilities, including Revenue Share payments, bonus payments, and prepayments made to cloud-computing service providers, settlement receivables and network incentive receivables can affect the amounts reported as Net cash provided by and used in operating activities on the Condensed Consolidated Statement of Cash Flows.

Net cash provided by operating activities was **\$0.4 million** **\$26.1 million** in the **three six** months ended **March 31, 2024** **June 30, 2024** compared to net cash used in the same period in 2023 of **\$10.5 million** **\$36.5 million**. The increase in net cash provided by operating activities is due mainly to lower loss from operations generating net income in the current period and the timing of collections of network incentive receivables and payments for costs of our services and operating expenses, revenue share payables, partially offset by decreased non-cash expenses, expenses due to the forfeiture of the Executive Chairman Long-Term Performance Award.

#### **Investing Activities**

Net cash provided by investing activities consists primarily of maturities and sales of our investments in short-term investments. Net cash used in investing activities consists primarily of purchases of short-term investments, purchases of property and equipment, capitalization of internal-use software and cash consideration for business combinations.

Net cash provided by investing activities in the **three six** months ended **March 31, 2024** **June 30, 2024** was **\$33.5 million** **\$27.3 million** compared to net cash used in the same period in 2023 of **\$98.3 million** **\$122.5 million**. The increase in net cash provided by investing activities is primarily due to the Power Finance acquisition which occurred in 2023 partially offset by and an increase of \$23.5 million in the capitalization cash inflows from purchases and maturities of internal-use software, short-term investments.

#### **Financing Activities**

Net cash used in financing activities consists primarily of proceeds from the issuance of our equity securities. Net cash used in financing activities consists primarily of net payments related to share-based compensation activities and the share repurchase programs.

Net cash used in financing activities in the **three six** months ended **March 31, 2024** **June 30, 2024** was **\$44.5 million** **\$109.7 million** compared to net cash used in the same period in 2023 of **\$24.6 million** **\$73.1 million**. The increase in net cash used in financing activities is primarily due to increased payments to repurchase shares our Class A common stock under the 2024 and 2023 Share Repurchase Program Programs and increased tax withholdings related to net share settlement of share-based compensation activity awards.

#### **Obligations and Other Commitments**

There were no material changes in our obligations and other commitments from those disclosed in our 2023 Annual Report.

For additional information about our contractual obligations and other commitments, see Note 8 "Commitments and Contingencies" to our condensed consolidated financial statements.

#### **Critical Accounting Policies and Estimates**

Our Condensed Consolidated Financial Statements are prepared in accordance with GAAP. The preparation of these Condensed Consolidated Financial Statements requires us to make estimates and assumptions that affect the reported amounts of assets, liabilities, revenue, costs, and expenses, and related disclosures. On an ongoing basis, we evaluate our estimates and assumptions. Our actual results may differ from these estimates under different assumptions or conditions.

There have been no material changes to our critical accounting estimates as compared to the critical accounting estimates described in "Management's Discussion and Analysis of Financial Condition and Results of Operations" set forth in our 2023 Annual Report.

#### **Item 3. Quantitative and Qualitative Disclosures about Market Risk**

We have operations within the United States and globally, and we are exposed to market risks in the ordinary course of our business. Information relating to quantitative and qualitative disclosures about these market risks is described below.

##### **Interest Rate Risk**

We had cash, cash equivalents, and short-term investments totaling \$1.2 billion as of **March 31, 2024** **June 30, 2024**. Such amounts included cash deposits, money market funds, U.S. treasury bills, U.S. treasury securities, U.S. agency securities, commercial paper, certificate of deposits, and corporate debt securities. The fair value of our cash, cash equivalents, and short-term investments would not be significantly affected by either an increase or decrease in interest rates due to the short-term maturities of the majority of these instruments. Because we classify our short-term investments as "available-for-sale", no gains or losses are recognized in the Condensed Consolidated Statement of Operations and Comprehensive Loss due to changes in interest rates unless such securities are sold prior to maturity or declines in fair value are due to credit losses. We have the ability to hold all short-term investments until their maturities. A hypothetical 100 basis point increase or decrease in interest rates would not have a material effect on our financial results or financial condition.

##### **Foreign Currency Exchange Risk**

Most of our sales and operating expenses are denominated in U.S. dollars, and therefore our results of operations are not currently subject to significant foreign currency risk. As of **March 31, 2024** **June 30, 2024**, a hypothetical 10% change in foreign currency exchange rates applicable to our business would not have had a material impact on our Condensed Consolidated Financial Statements.

#### Item 4. Controls and Procedures

##### **Evaluation of Disclosure Controls and Procedures**

Our management, with the participation of our Chief Executive Officer and our Chief Financial Officer, have evaluated the effectiveness of our disclosure controls and procedures as defined in Rules 13a-15(e) and 15d-15(e) under the Exchange Act as of the end of the period covered by this Quarterly Report on Form 10-Q. Disclosure controls and procedures are designed to provide reasonable assurance that information required to be disclosed by a company in the reports that it files or submits under the Exchange Act is recorded, processed, summarized and reported, within the time periods specified in the SEC's rules and forms. Disclosure controls and procedures include, without limitation, controls and procedures designed to ensure that information required to be disclosed by a company in the reports that it files or submits under the Exchange Act is accumulated and communicated to the company's management, including its principal executive and principal financial officers, or persons performing similar functions, as appropriate to allow timely decisions regarding required disclosure.

Based on such evaluation, our management has concluded our disclosure controls and procedures were not effective at a reasonable assurance level as of **March 31, June 30, 2024**, due to the material weaknesses in internal control over financial reporting described below.

##### **Material Weaknesses**

A material weakness is a deficiency, or a combination of deficiencies, in internal control over financial reporting, such that there is a reasonable possibility that a material misstatement of the Company's annual or interim financial statements will not be prevented or detected on a timely basis.

In the period ended March 31, 2023, management identified a material weakness related to the accounting for our acquisition of Power Finance (the "Business Combination Material Weakness"), including a lack of sufficient precision in the performance of reviews supporting the purchase price allocation accounting, and a lack of timely oversight over third-party specialists and the reports they produced to support the accounting for the Power Finance acquisition. The material weakness resulted in an error related to the allocation of merger consideration between purchase consideration and post-combination expense that was not detected on a timely basis. The error was corrected by management in the Condensed Consolidated Financial Statements as of and for the three months ended March 31, 2023.

For the period ended December 31, 2023, management identified a material weakness related to information technology general controls ("ITGCs") (the "ITGC Material Weakness" and together with the Business Combination Material Weakness, the "2023 Material Weaknesses") in user access over certain information technology ("IT") systems that support the Company's revenue and related financial reporting processes. As a result, the related process-level IT dependent manual controls, certain change management controls, and automated application controls for certain key IT systems were also deemed ineffective for the period ended **March 31, June 30, 2024**.

The 2023 Material Weaknesses did not result in any material misstatements in our previously issued financial statements, nor in the financial statements included in this Quarterly Report on Form 10-Q.

##### **Management's Plan to Remediate the Material Weaknesses**

Our management is committed to maintaining a strong internal control environment. As it relates to the Business Combination Material Weakness, we have and will continue to take actions to enhance the design of our business combination controls with the level of precision required to operate them in an effective manner. We will continue to enhance our management review control activities, including the review of inputs, assumptions and reports produced by third-party specialists supporting the purchase price allocation accounting and the application of technical accounting principles.

To remediate the ITGC Material Weakness, we are enhancing enhanced the design of our ITGCs over the IT systems that support the Company's revenue and related financial reporting processes, including, (i) developing developed and implementing implemented additional training and awareness addressing which addressed ITGCs and policies, including educating control owners concerning the principles and requirements of each control, with a focus on user access; (ii) increasing increased the extent of oversight and verification checks included in operation of user access controls and processes; (iii) deploying deployed additional tools to support administration of user access; and (iv) enhancing enhanced quarterly management reporting on the remediation measures to the audit committee of the board of directors. Although we intend to complete the remediation process as promptly as possible, we will not be able to fully remediate the ITGC Material Weakness until these steps have been completed and the controls are operating effectively.

##### **Changes in Internal Control Over Financial Reporting**

There have been no changes in the Company's internal control over financial reporting (as such term is defined in Rules 13a-15(f) and 15d-15(f) under the Exchange Act) during the **first second** quarter of fiscal 2024 that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting. We are continuing the remediation efforts described above.

##### **Limitations on Effectiveness of Controls and Procedures**

The effectiveness of any internal control over financial reporting is subject to inherent limitations, including the exercise of judgment in designing, implementing, operating, and evaluating the controls and procedures, and the inability to eliminate misconduct completely. Accordingly, any system of internal control over financial reporting, no matter how well designed and operated, can only provide reasonable, not absolute assurance that its objectives will be met. In addition, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate. We intend to continue to monitor and upgrade our internal controls as necessary or appropriate for our business, but cannot assure you that such improvements will be sufficient to provide us with effective internal control over financial reporting.

## **PART II - Other Information**

## Item 1. Legal Proceedings

We are not currently a party to any material pending legal proceedings. From time to time, we may be subject to legal proceedings and claims arising in the ordinary course of business. The following matter was resolved during the quarter ended March 31, 2024 and is no longer pending against the Company:

On August 24, 2023, a putative class action and shareholder derivative lawsuit was filed in the case captioned Stephanie Smith v. Jason Gardner, et al. (Case No. 2023-0872-MTZ) in the Court of Chancery for the State of Delaware against each of the members of our board of directors and naming Marqeta as a nominal defendant. The complaint alleged that the individual defendants breached fiduciary duties in approving the 2023 Share Repurchase Program by failing to implement measures to prevent Marqeta founder Jason Gardner from acquiring control of the Company or to ensure that unaffiliated stockholders receive a control premium. The plaintiff sought damages and injunctive relief in the case, among other relief.

On February 24, 2024 the parties entered into a Standstill and Release Agreement (the "Standstill Agreement") in which (i) the plaintiff agreed to file a stipulation of dismissal of the lawsuit, (ii) Mr. Gardner agreed not to take unilateral, affirmative action to increase his voting power above 49.99% of the total voting power of the Company's outstanding stock for the period of time between and including February 24, 2024 and September 11, 2024, and (iii) the parties agreed to releases and related provisions. The stipulation of dismissal received court approval. The summary of the Standstill Agreement is qualified in its entirety by reference to the full text, which is filed as Exhibit 99.1 to our 2023 Annual Report and is incorporated herein by reference.

In connection with the dismissal of the case, the Court retained jurisdiction solely for the purpose of adjudicating the anticipated application by Plaintiff's counsel for an award of attorneys' fees and reimbursement of expenses to Plaintiff's counsel. The Company subsequently agreed to pay \$425,000.00 to Plaintiff's counsel, on behalf of all defendants, in full satisfaction of the claim for attorneys' fees and expenses in the lawsuit (the "Mootness Fee"). In making this decision, the Company considered various factors, including the cost and uncertainties of litigation. The Defendants deny any wrongdoing.

On March 25, 2024, the Court entered an order directing that the case be closed, subject to Marqeta filing an affidavit with the Court confirming that notice of the agreement to pay the Mootness Fee was provided. The Company filed a Current Report on Form 8-K providing such notice on March 26, 2024. In entering the order, the Court was not asked to review, and did not pass judgment on, the payment of the Mootness Fee or its reasonableness. Pursuant to the Court's order, the case was closed on the Court's docket on March 28, 2024.

## Item 1A. Risk Factors

In addition to the other information set forth in this Quarterly Report on Form 10-Q, our business, financial condition, results of operations, cash flows, future prospects, and the trading price of our Class A common stock can be affected by a number of factors, whether currently known or unknown, including but not limited to those described in Part I, Item 1A of our 2023 Annual Report under the heading "Risk Factors," which are incorporated herein by reference, any one or more of which could, directly or indirectly, materially and adversely affect our business, financial condition, results of operations, cash flows, future prospects, and the trading price of our Class A common stock, or cause them to vary materially from past or anticipated future results. There have been no material changes to our risk factors since the 2023 Annual Report.

## Item 2. Unregistered Sales of Equity Securities and Use of Proceeds

### Recent Sales of Unregistered Securities

None.

### Purchase of Equity Securities

The following table contains information relating to the repurchases of our Class A common stock made by us in the three months ended March 31, 2024 June 30, 2024 (in thousands, except per share amounts):

Period	Total Number of Shares Purchased	Average Price Paid per Share	Total Number of Shares Purchased as Part of Publicly Announced Plans or Programs (1)		Approximate Dollar Value of Shares that May Yet Be Purchased Under the Plans or Programs (1)
			Programs (1)	Plans or Programs (1)	
January 1 - 31, 2024	2,573,351	\$ 6.09	2,573,351	\$ 2,573,351	\$ 16,568,932
February 1 - 29, 2024	2,590,017	\$ 6.22	2,590,017	\$ 2,590,017	\$ 465,667
March 1 - 31, 2024	74,525	\$ 6.25	74,525	\$ 74,525	\$ —
<b>Total</b>	<b>5,237,893</b>			<b>5,237,893</b>	

Period	Total Number of Shares Purchased	Average Price Paid per Share	Total Number of Shares Purchased as Part of Publicly Announced Plans or Programs (1)		Approximate Dollar Value of Shares that May Yet Be Purchased Under the Plans or Programs (1)
			Programs (1)	Plans or Programs (1)	
April 1 - 30, 2024	—	\$ —	—	—	\$ —
May 1 - 31, 2024	5,400	\$ 5.44	5,400	\$ 5,400	\$ 170,624
June 1 - 30, 2024	5,559	\$ 5.35	5,559	\$ 5,559	\$ 140,883
<b>Total</b>	<b>10,959</b>			<b>10,959</b>	

(b) On May 8, 2023 May 6, 2024, our the Company's board of directors authorized a share repurchase program of up to \$200 million \$200 million of our the Company's Class A common stock beginning May 11, 2023 (the "2024 Share Repurchase Program"). Under the repurchase program, we are 2024 Share Repurchase Program, the Company is authorized to repurchase shares through open market purchases, in privately negotiated transactions or by other means, in accordance with applicable federal securities laws, including through trading plans under Rule 10b5-1 of the Exchange Act. The share repurchase program number of shares repurchased and the timing of purchases are based on general business and market conditions, and other factors, including legal requirements. The 2024 Share Repurchase Program has no set expiration date; however, the program was exhausted during the first quarter of 2024.

### Item 3. Defaults Upon Senior Securities

Not applicable.

### Item 4. Mine Safety Disclosures

Not applicable.

### Item 5. Other Information

(c) During our last fiscal quarter, no director or officer, as defined in Rule 16a-1(f) of the Exchange Act, adopted or terminated a "Rule 10b5-1 trading arrangement" or a "non-Rule 10b5-1 trading arrangement," each as defined in Item 408 of Regulation S-K.

### Item 6. Exhibits

The following exhibits are filed herewith or incorporated by reference herein:

Exhibit No.	Description	Incorporated by Reference			
		Form	File No.	Exhibit No.	Filing Date
10.1*†	<a href="#">Se Amendmentventh Amendment to Amendment 19 dement to the Amended and Restated Prepaid Card P Master Serrogram Manager Agreement vices Agreement by and between the Registrant and Square, Inc. datednt and Sutton Bank, dated May 10, 20ed April 4, 24.</a>				
10.2*† 10.2#	<a href="#">Addendum to the Amended and Restated Prepaid Card Program Manager Agreement by and between the Registrant and Sutton Bank, dated January 19, 2024. Non-Employee Director Compensation Policy.</a>	8-K	001-40465	10.1	July 19, 2024
10.3*#	<a href="#">Offer Letter Transition Agreement with Jason Gardners between the Registrant and Todd Pollak, dated November 4, 2022 and January 26, 2023.</a>				
10.4*#	<a href="#">Offer Letter between the Registrant and Crystal Summer, dated January 6, 2023.</a>	8-K	001-40465	10.1	May 7, 2024
31.1*	<a href="#">Certification of the Principal Executive Officer, pursuant to Rules 13a-14(a) and 15d-14(a) under the Exchange Act, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.</a>				
31.2*	<a href="#">Certification of the Principal Financial Officer, pursuant to Rules 13a-14(a) and 15d-14(a) under the Exchange Act, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.</a>				
32.1**	<a href="#">Certification of the Principal Executive Officer, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.</a>				
32.2**	<a href="#">Certification of the Principal Financial Officer, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.</a>				
101.INS*	Inline XBRL Instance Document.				
101.SCH*	Inline XBRL Taxonomy Extension Schema Document.				
101.CAL*	Inline XBRL Taxonomy Extension Calculation Linkbase Document.				
101.DEF*	Inline XBRL Taxonomy Extension Definition Linkbase Document.				
101.LAB*	Inline XBRL Taxonomy Extension Labels Linkbase Document.				
101.PRE*	Inline XBRL Taxonomy Extension Presentation Linkbase Document.				
104*	Cover Page Interactive Data File (formatted as inline XBRL and contained in Exhibit 101).				
†	Certain confidential information contained in this exhibit has been omitted because it is both (i) not material and (ii) is the type that the Registrant treats as private or confidential.				
#	Indicates management contract or compensatory plan, contract, or <a href="#">agreement, arrangement.</a>				
*	Filed herewith.				
**	Furnished herewith. The certifications attached as Exhibits 32.1 and 32.2 that accompany this Quarterly Report on Form 10-Q are deemed furnished and not filed with the SEC and are not to be incorporated by reference into any filing of the Company under the Securities Act or the Exchange Act, whether made before or after the date of this Quarterly Report on Form 10-Q, irrespective of any general incorporation language contained in such filing.				

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

### MARQETA, INC.

Date: May August 7, 2024

By: /s/ Simon Khalaf  
Name: Simon Khalaf  
Title: Chief Executive Officer (Principal Executive Officer)

Date: May 7, 2024 August 7, 2024

By: /s/ Michael (Mike) Milotich  
Name: Michael (Mike) Milotich  
Title: Chief Financial Officer (Principal Financial Officer and Principal Accounting Officer)

3844

**Exhibit 10.1**

### SEVENTH AMENDMENT TO THE PREPAID CARD PROGRAM MANAGER AGREEMENT

This Seventh Amendment to the Amended and Restated Prepaid Card Program Manager Agreement (this "Seventh Amendment") is effective as of April 3, 2024 (the "Seventh Amendment Effective Date"), by and between Sutton Bank ("Sutton Bank") and Marqeta, Inc. ("Manager" or "Processor", each of Bank and Manager a "Party" and collectively, the "Parties").

WHEREAS, the Parties executed and delivered that certain Amended and Restated Prepaid Card Program Manager Agreement, dated as of April 1, 2016, as amended from time-to-time (collectively, the "Agreement");

WHEREAS, the Parties wish to amend the Agreement in the manner set forth herein; and

NOW THEREFORE, in consideration of the mutual covenants, agreements and promises contained herein, the receipt and sufficiency of which are hereby acknowledged, and intending to be legally bound, the Parties hereto for themselves and their successors and assigns do hereby agree, represent and warrant as follows:

1. **Definitions.** Capitalized terms used in this Seventh Amendment but not defined herein shall have the meaning(s) ascribed to them in the Agreement.
2. **Amendment to Section 6.2(A) of the Agreement.** The following sentence is hereby added at the end of Section 6.2(A): "The provision by Processor of Processing Services under this Agreement is subject to the Sutton Bank Processing Procedures and service levels attached hereto as Exhibit E and incorporated herein by reference."
3. **Amendment Adding Exhibit E to the Agreement.** The Agreement is hereby amended to add Exhibit E to the Agreement (attached hereto as Attachment 1 and incorporated herein by reference) following Exhibit D.
4. **Conflict.** In the event of any conflict between the terms of the Agreement and this Seventh Amendment, this Seventh Amendment shall control.
5. **Effect of Seventh Amendment.** All provisions of the Agreement shall remain in full force and effect. After this Seventh Amendment becomes effective, all references in the Agreement referring to the Agreement shall be deemed to be references to the Agreement as amended by this Seventh Amendment. This Seventh Amendment shall not be deemed, either expressly or impliedly, to waive, amend or supplement any provision of the Agreement other than as set forth herein. For the avoidance of doubt, this Seventh Amendment (including the subject matter herein) may not be amended, modified or changed in any way except by written instrument executed by an authorized representative of each Party.
6. **Miscellaneous.** This Seventh Amendment shall be governed by and construed and enforced in accordance with the internal laws of the State of Ohio without regard to its conflict of laws principles. This Seventh Amendment may be executed by facsimile and in counterparts, each of which shall be deemed an original, and all of which when taken together shall be deemed one and the same instrument. The Agreement, as amended hereby sets forth the entire

agreement of the Parties with respect to the subject matter hereof and thereof, supersedes any and all prior contemporaneous agreements or understandings, whether written or oral, between the Parties with respect to such subject matter. This Seventh Amendment shall inure the benefit of and be binding upon the Parties and each of their respective successors and assigns. Section headings used in this Seventh Amendment are included herein for convenience of reference only and will not constitute a part of this Seventh Amendment for any other purpose.

IN WITNESS WHEREOF, the Parties have executed this Seventh Amendment as of the date first above set forth.

Sutton Bank  
By: /s/ Darryl Clukey  
Name: Darryl Clukey  
Title: Chief Payments Officer

Marqeta, Inc.  
By: /s/ Jonny Davis  
Name: Jonny Davis  
Title: VP, Key Accounts

**Attachment 1**

**EXHIBIT E**

**Sutton Bank Processing Procedures and Service Levels**

3

CERTAIN CONFIDENTIAL INFORMATION, MARKED BY [\*\*\*], HAS BEEN EXCLUDED FROM THIS EXHIBIT BECAUSE (I) IT IS NOT MATERIAL AND (II) THE REGISTRANT CUSTOMARILY AND ACTUALLY TREATS THE INFORMATION AS PRIVATE AND CONFIDENTIAL.

**Exhibit 10.2 10.1**

**AMENDMENT TO AMENDMENT NO. 19 TO THE AGREEMENT**

**ADDENDUM TO THE AMENDED AND RESTATEDPREPAID CARD PROGRAM MANAGER AGREEMENT**

This Addendum to the Amended and Restated Prepaid Card Program Manager Agreement (the "Addendum") is entered into this 19th day of January, 2024 (the "Addendum Effective Date") amendment ("Amendment") by and between Block, Inc., formerly known as Square, Inc. (hereinafter referred to as "Client"), \*\*\* (hereinafter referred to as "\*\*\*"), \*\*\* (hereinafter referred to as "\*\*\*"), and Marqeta, Inc., a Delaware corporation whose principal office is located at 180 Grand Avenue, 6th Floor, Oakland, CA 94612 ("Manager") and Sutton Bank, an Ohio chartered bank corporation ("Sutton Bank" or "Issuer"). Each of Manager and Sutton Bank may be (hereinafter referred to herein individually as a "Party" "Marqeta") amends Amendment No. 19 by and collectively as between Client, \*\*\*, and Marqeta, dated November 3, 2023 ("Amendment No. 19") to the "Parties."

Whereas, the Parties have entered into an Amended Master Services Agreement between Client and Restated Prepaid Card Program Manager Agreement, Marqeta, dated as of April 1, 2016 April 19, 2016, as amended from time-to-time (collectively, (the "Agreement"). Except as otherwise indicated, capitalized terms used in this Amendment have the "Agreement", whereby Manager manages one meaning ascribed to them in the Agreement or more Programs as a service provider of Sutton Bank; Amendment No. 19.

**BACKGROUND AND RECITALS:**

Whereas, i. The parties mutually agreed on language in relation Amendment No. 19 related to the Programs, Sutton Bank has entered into certain agreements with Mobile Wallet Service Providers (as identified in Exhibit A), pursuant how currency conversions would work to which Sutton Bank has agreed to provision Cards issued calculate fees and pricing under the Program into digital wallets accepting payment network tokens (the "Mobile Wallet Agreement(s)"); Agreement;

ii. As the parties have had the opportunity to review and determine how invoicing will need to be managed, the parties determined that the currency conversion language included in the Agreement through Amendment No. 19 should be clarified; and

Whereas, Manager acts as Sutton Bank's representative foriii. Now, the performance of certain reporting and other obligations to Sutton Bank under the Agreement, as amended hereby; and

Whereas, Manager and Sutton Bank parties desire to further amend update that currency conversion language to meet the Agreement on spirit and intent of the terms set forth parties' mutual understanding in this Addendum with respect to additional reporting and other obligations of Manager as specifically set forth herein; Amendment No. 19.

NOW THEREFORE, in consideration of the mutual obligations in this Addendum and for other For good and valuable consideration, the receipt and sufficiency of which are acknowledged, is hereby recognized, the Parties to this Addendum parties agree as follows:

1. Mobile Wallet Additional Reporting Obligations. Manager will comply, FX Conversion Language Amendment. Section 7(f) of Amendment No. 19 is deleted in its entirety and will ensure that its Third Party Service Providers comply, as applicable, replaced with the additional reporting following:

"f. FX Conversion. Transaction volumes for non-US Card Programs will be converted \*\*\* using \*\*\* and other obligations of Sutton Bank and \*\*\* to determine the Mobile Wallet Service Providers relating Monthly Incentive Payment. Transaction- based fees listed in \*\*\* for non-US Card Programs will be converted to the Card Program's local currency using \*\*\* effective conversion rate based on \*\*\*. For example, if a \*\*\* Card Program as set forth had \*\*\*, and after \*\*\* conversion using the \*\*\*, the resulting \*\*\* for the \*\*\* is \*\*\*, the overall \*\*\* effective rate would be \*\*\*. This rate would be applied to the transaction-based fee to determine the cost of that transaction for the \*\*\* in Exhibit A, (the "Mobile Wallet Reporting Obligations"), which is attached hereto and incorporated herein by this reference. Any Mobile Wallet Reporting Obligations the local currency. For example, \*\*\* dispute processing fee would become \*\*\* for that a Third Party Service Provider, including without limitation, any Processor, fails to comply with for any reason shall be solely the responsibility of Manager. \*\*\*. For purposes of clarity, as between Client, any Third Party Service Provider, and Sutton Bank, this paragraph, "\*\*\*\*" means the information contained in such reports shall be owned exclusively by Sutton Bank and Sutton Bank shall have all necessary rights, powers and privileges with respect thereto. For purposes of clarity, such report information shall also constitute Sutton Bank's "Confidential Information," and must be treated as such by Client and any applicable Third Party Service Provider. For the avoidance of doubt, Sutton Bank will provision Cards issued under the Program into digital wallets accepting payment network tokens of mobile wallet service providers, rate(s) found at \*\*\*, or its successor website."

2. Payment. For if any provision of this Amendment is held to be void or unenforceable, the avoidance remaining provisions are considered to be severable and their enforceability is not affected or impaired in any way by reason of doubt, Manager \*\*\* Sutton Bank for participation in such law or holding. Except as otherwise modified by this Amendment, the \*\*\* Payment Platform (as defined in Schedule 1 to Exhibit A), including without limitation, \*\*\* and \*\*\*, each for the purchase of goods and services made using Provisioned Cards (as defined in Schedule 1 to Exhibit A) through an Enabled Device (as defined in Schedule 1 to Exhibit A) in the \*\*\* Payment Platform (\*\*\*).

3. General. All other terms and conditions of Amendment No. 19 and the Agreement as amended by this Addendum, shall remain in full force and effect. Capitalized terms used but not defined herein shall have the meaning(s) ascribed to them in the Agreement. In the event that any provision of this Amendment conflicts with any conflict between this Addendum and of the terms and conditions of provisions set forth in Amendment No. 19 or the Agreement, the terms and conditions provisions of this Addendum Amendment, shall prevail as related govern and control. The Agreement, including Amendment No. 19 and any other amendments, constitutes the entire agreement between the parties with respect to the subject matter herein. This Addendum may be hereof; superseding all prior understandings, agreements, contracts or arrangements between the parties, whether oral or written.

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CERTAIN CONFIDENTIAL INFORMATION, MARKED BY [\*\*\*], HAS BEEN EXCLUDED FROM THIS EXHIBIT BECAUSE (I) IT IS NOT MATERIAL AND (II) THE REGISTRANT CUSTOMARILY AND ACTUALLY TREATS THE INFORMATION AS PRIVATE AND CONFIDENTIAL.

3. This Amendment may be executed in any number of counterparts, each of which shall be deemed an original but and all of which taken together shall constitute be deemed one and the same agreement. Execution and delivery of this Addendum document. Signatures transmitted by exchange of facsimile copies bearing the facsimile signature of a party hereto or electronic email attachments bearing the facsimile or electronic signature of via e-mail in a Party hereto "PDF" format shall constitute a valid and binding execution and delivery of this Addendum by such Party in have the same manner force and effect as an ink-signed origin, original signatures on this Amendment.

\*Signature Page Follows\* SIGNATURE PAGE TO FOLLOW

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**IN WITNESS WHEREOF**, The parties have executed this Addendum is executed by the Parties' authorized officers or representatives Amendment to be effective as of the Addendum Effective Date.

**SUTTON BANK MARQETA, INC.**

**By:** /s/ J. Anthony Gorrell    **By:** /s/ Chris Marconi

**Name:** J. Anthony Gorrell    **Name:** Chris Marconi

**Title:** CEO    **Title:** Director, Product Management

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**EXHIBIT A**

**MOBILE WALLET REPORTING OBLIGATIONS**

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**SCHEDULE 1 TO EXHIBIT A**

**\*\*\* PAYMENT PLATFORM PROGRAM MANAGER TERMS AND CONDITIONS**

November 3, 2022 Todd Pollak

Exhibit 10.3

\*\*\*

\*\*\*

**Re: Offer Letter Dear Todd,**

Marqeta, Inc. (the "Company") is delighted to extend to you this offer to join our team. These are incredibly exciting times at Marqeta and we look forward to having you be part of our future success! The terms of this offer are outlined below.

**Position.** You will perform the duties of SVP & GM, Americas reporting to me. You will be based in our Oakland, CA office. This offer is for a full-time, exempt position and we estimate that your start date will be on or about December 19, 2022 (the date you actually commence employment with the Company will be the "Start Date"). It is the intention of the Company that you will commence employment as the Chief Revenue Officer of Marqeta within one year from the date of your Start Date.

**2. Compensation.**

- **Salary.** You will be paid an annual base salary of \$400,000.00 payable semi-monthly in accordance with the Company's normal payroll process. Your annual base salary is contingent on your reporting location. If your reporting location changes, your salary may be subject to adjustment to the appropriate location differential.
- Your total annual On-Target Earnings (OTE) is composed of your (i) total annual base salary and (ii) variable compensation, consisting of an individual sales-based variable annual performance target of \$400,000.00. Your variable compensation will be subject to your eligibility to participate in and satisfaction of the terms of your applicable compensation plan (the "Sales Plan"). The amount you may earn in base salary plus variable compensation is limited to 2x annual OTE. You will be provided a copy of the Sales Plan and your targets and quotas upon the start of your employment.

During your first twelve months of employment, you will be eligible for a monthly Sales Ramp payment, equivalent to 1/12th of your variable compensation, less any earned variable compensation due for that month.

Your compensation is subject to all normal payroll deductions and required withholdings.

**Restricted Stock Units.** It will be recommended to the Company's Board of Directors (or committee thereof) that you be granted Restricted Stock Units (RSUs) with an estimated value of \$5,000,000.00 ("Value"), where the Value shall be converted into a number of RSUs by dividing the value by the average closing market price of one share of the Company's Class A common stock for the twenty (20) consecutive trading day period ending on the last trading day prior to the Grant Date, rounded down to the nearest whole share. RSU grants are typically granted on the 15<sup>th</sup> day of the month following your start date. Each RSU represents one share of the Company's Class A common stock. The RSUs will be subject to the terms and conditions applicable to restricted stock units granted under the Company's 2021 Stock Option and Incentive Plan (the "Plan") and the applicable restricted stock unit award agreement. The RSUs will vest over approximately four years as follows provided you remain in continuous service through the applicable vesting date: (i) the first 25% of the RSUs will vest on the one-year anniversary of the vesting commencement date and (ii) an additional 1/16<sup>th</sup> of the RSUs will vest each quarterly vesting date thereafter. The vesting commencement date for RSUs will be the quarterly vest date immediately preceding your Start Date if your Start Date occurs during the first 45 days of an applicable quarter and the subsequent quarterly vest date if your start date occurs after the 45<sup>th</sup> day of the quarter. For these purposes, each quarter will start on the quarterly vesting date and each of March 1, June 1, September 1, and December 1 will count as day zero (that is, counting will start at zero, not one). "Vesting date" means March 1, June 1, September 1, and December 1.

**Stock Options.** It will be recommended to the Company's Board of Directors (or committee thereof) that you be granted an option to purchase shares of the Company's Class A common stock, with an estimated value of \$5,000,000.00 ("Value"). The Value shall be converted into a number of shares of the Company's Class A Common Stock by dividing the Value by the fair value calculated by the Company under ASC Topic 718, rounded down to the nearest whole share. The exercise price per share for the option shall be equal to the closing price of a share of Class A common stock on the date of the grant (or the day immediately preceding the grant date for which a closing price is reported). The shares subject to the option shall vest as follows provided you remain in continuous service through the applicable vesting date: twenty-five percent (25%) of the shares subject to the option shall vest on the one year anniversary of your Start Date and the remaining shares subject to the option

shall vest in equal monthly installments over the three years thereafter. The provisions of your stock option grant shall otherwise be subject to the provisions of the Company's standard form of Stock Option Agreement and the Plan.

**Separation After Sale Event.** In the event your employment with the Company is either (i) terminated by the Company without Cause or (ii) you resign from such employment for Good Reason (as defined below), in either case within three (3) months before or twelve (12) months after the consummation of a Sale Event (as defined in the Plan), then subject to you delivering to the Company or its successor a fully executed and effective general release of claims in favor of the Company and its successor that becomes effective and irrevocable within sixty (60) days of the date of your termination or resignation (as applicable), then 100% of the shares subject to your outstanding equity awards, including the RSUs described above, will vest as of the date of such termination (or the Sale Event, if later).

For purposes of this letter agreement, "Good Reason" means that you have complied with the "Good Reason Process" following the occurrence of any of the following events:

- (i) a material diminution in your title, responsibilities, authority, or duties;
- (ii) a material diminution in your base salary, except for across the board salary reductions based on the Company's financial performance similarly affecting all or substantially all senior management employees of the Company; or
- (iii) a change in geographic location of more than 50 miles at which you provide services to the Company (or its successor).

For these purposes, "Good Reason Process" means that (i) you reasonably determine in good faith that a "Good Reason" condition has occurred; (ii) you notify the Company in writing of the first occurrence of the Good Reason condition within 60 days of the first occurrence of such condition; (iii) you cooperate in good faith with the Company's efforts, for a period not less than 30 days following such notice (the "Cure Period"), to remedy the condition, (iv) notwithstanding such efforts, the Good Reason condition continues to exist; and (v) you terminate your employment within 30 days after the end of the Cure Period. If the Company cures the Good Reason condition during the Cure Period, Good Reason will be deemed not to have occurred.

"Cause" as used in this Paragraph 5, means the following: (1) felony fraud that directly results in adverse harm to the company and which results in a conviction; or (2) material failure by you to carry out or comply with any lawful and reasonable directive of the Board or the CEO that is consistent with the terms of this Agreement, but only after Company has notified you of the noncompliance and provided you with 30 days to cure said material failure.

**Benefits in the Event of Separation or Failure to Promote.**

As previously stated, it is the Company's intention that you assume the role of Chief Revenue Officer within one year of your commencement date with the Company. If within one year of your Start Date the Company has not provided you with the job title of Chief Revenue Officer and the job duties and responsibilities associated with that position, and you resign your employment as a result of the Company's failure to offer you the role of Chief Revenue Officer within 90 days of receiving actual or constructive notice that the role will not be offered, then: (i) 100% of the new hire RSUs (Restricted Stock Units 3) subject to vest in the following twelve months will immediately vest; and (ii) 100% of the new hire Stock Options (Stock Options 4) subject to vest in the following twelve months will immediately vest. This acceleration of equity is subject to you delivering to the Company a fully executed and effective general release of claims in favor of the Company that becomes effective and irrevocable within sixty (60) days of the date of your termination or resignation (as applicable).

If your employment is terminated without Cause prior to the latter of the thirteenth month anniversary of your Start Date or the six-month anniversary of your promotion to Chief Revenue Officer, then Company will accelerate the vesting of your equity grants such that: (i) 100% of the RSUs (Restricted Stock Units 3) subject to vest in the twelve months from your termination date will vest immediately upon your termination; and (ii) 100% of the Stock Options (Stock Options 4) subject to vest in the twelve months from your termination date will vest immediately upon your termination. This acceleration of equity is subject to you delivering to the Company a fully executed and effective general release of claims in favor of the Company that becomes effective and irrevocable within sixty (60) days of the date of your termination or resignation (as applicable) July 1, 2023.

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"Cause" as used in this Paragraph 6, means the following: (1) felony fraud that directly results in adverse harm to the company and which results in a conviction; or (2) material failure by you to carry out or comply with any lawful and reasonable directive of the Board or the CEO that is consistent with the terms of this Agreement, but only after Company has notified you of the noncompliance and provided you with 30 days to cure said material failure.

The protections provided to you in this Paragraph 6 will supersede all other agreements entered into contemporaneously or subsequently with respect to the subject matter herein and will survive indefinitely unless and until the protections contained herein expire on their own terms or another agreement is executed by you and the Company which specifically acknowledges and extinguishes these rights.

**Benefits.** You will be eligible to participate in the Company's standard benefit plans, including, but not limited to, time off, medical, dental, vision and disability insurance coverages. The Company reserves the right to modify at its sole discretion the compensation and benefits plans, as it deems necessary. Your benefits are effective the 1st of the month following or coincident with your start date.

**Expenses.** You will be entitled to reimbursement for all reasonable and necessary business- related expenses incurred in connection with the performance of your duties hereunder in accordance with the Company's expense reimbursement policies and procedures.

**At-Will Employment, Confidential Information, Invention Assignment, and Arbitration Agreement.** To enable the Company to safeguard its proprietary and confidential information, it is a condition of hire that you sign prior to your start date the At-Will Employment, Confidential Information, Invention Assignment, and Arbitration Agreement, which requires, among other provisions, the assignment of patent rights to any invention made during your employment at the Company, and non-disclosure of proprietary information. The At-Will Employment, Confidential Information, Invention Assignment, and Arbitration Agreement will be sent to you prior to your start date.

We also ask that, if you have not already done so, you disclose to the Company any and all agreements relating to your prior employment that may affect your eligibility to be employed by the Company or limit the manner in which you may be employed. It is the Company's understanding that any such agreements will not prevent you from performing the duties of your position and you represent that such is the case. Moreover, you agree that during the term of your employment with the Company, you will not engage in any other employment, occupation, consulting, or other business activity directly related to the business in which the Company is now involved or becomes involved during the term of your employment, nor will you engage in any other activities that conflict with your obligations to the Company. Similarly, you agree not to bring any third party confidential information to the Company, including that of your former employer, and that in performing your duties for the Company you will not in any way utilize any such information.

**At-Will Employment.** Your employment at the Company is "at-will." You may terminate your employment with the Company at any time and for any reason whatsoever simply by notifying the Company. Likewise, the Company may terminate your employment at any time and for any reason whatsoever, with or without cause or advance notice. As required by law, this offer is subject to satisfactory proof of your right to work in the United States. As an exempt salaried employee, you will be expected to work additional hours as required by the nature of your work assignments.

**Background Check and Right to Work.** This offer is contingent upon a successful employment verification and background check. The Company reserves the right to rescind its offer of employment before your Start Date based upon information received in the background verification.

For purposes of federal immigration law, you will be required to provide to the Company documentary evidence of your identity and eligibility for employment in the United States. Such documentation must be provided to us within three (3) business days of your date of hire, or our employment relationship with you may be terminated.

**Complete Offer and Agreement.** This letter, together with your At-Will Employment, Confidential Information, Invention Assignment, and Arbitration Agreement, forms the complete and exclusive statement of your employment agreement with the Company. The employment terms in this letter supersede any other agreements or promises made to you by anyone, whether oral or written. Changes to the terms of your employment can be made only in writing and signed by you and an authorized executive of the Company, although it is understood that the Company may, from time to time, in its sole discretion, adjust the salaries, incentive compensation and benefits paid to you and other employees, as well as job titles, locations, duties, responsibilities, assignments and reporting relationships as needed.

**Acceptance.** This offer will remain open until November 10, 2022. To indicate your acceptance, please sign and date this letter. If you accept our offer, we would like you to start on or before December 19, 2022, or such later date as Marqeta completes and reviews the background check.

Todd, I expect you will make a significant contribution to our success and will enjoy a meaningful career here at Marqeta. We very much look forward to your favorable reply.

Sincerely, Marqeta, Block, Inc.

/s/ Simon Khalaf Signature: /s/ mike keeslar

Name: mike keeslar

Simon Khalaf Title: Head of Strategic Payment Operations

Chief Revenue Officer

**Accepted:**

/s/ Todd Pollak November 4, 2022

Todd Pollak

January 26, 2023

Dear Todd,

Congratulations! I'm thrilled to confirm your new role to Chief Revenue Officer. The details of the new position are below:

Position: Chief Revenue Officer Department: Go to Market Effective Date: January 31, 2023

Additional Restricted Stock Units Value: \$1.25 million. Grant date will be February 15, 2023. Vesting commencement date is March 1, 2023. One-third of the shares subject to the grant will vest on March 1, 2024. The remaining shares will vest in equal 1/12<sup>th</sup> installments on each Quarterly Vesting Date (March 1, June 1, September 1, and December 1) over the next two years.

Additional Stock Options Value: \$1.25 million. Grant date will be February 15, 2023. Vesting commencement date is March 1, 2023. One-third of the shares subject to the grant will vest on March 1, 2024. The remaining shares will vest in equal 1/36<sup>th</sup> monthly installments on the 15<sup>th</sup> of the month over the next two years.

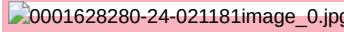
There are no other changes to your compensation package. Annual base pay, variable compensation, and sales ramp payment remain the same. All other benefits, terms, and conditions of your employment with Marqeta, including your at-will status, remain the same. I look forward to the remarkable contributions you will continue to make.

Congratulations and thank you for being a part of our success!

Sincerely,

Marqeta, Inc.

/s/ Jason Gardner

 Jason Gardner Chairman and CEO

Accepted

/s/ Todd Pollak



I have read and understand the terms outlined in this letter.

January 26, 2023

January 3, 2023

Exhibit 10.4

Crystal Summer May 2, 2024

\*\*\*

\*\* Signature: /s/ \*\*

Title: \*\*\*

Re: Offer Letter Date: May 2, 2024

Dear Crystal,

Marqeta, Inc. (the "Company") is delighted to extend to you this offer to join our team. These are incredibly exciting times at Marqeta and we look forward to having you be part of our future success! The terms of this offer are outlined below.

**1. Position.** You will perform the duties of Chief Legal Officer reporting to me. You will be based remotely. This offer is for a full-time, exempt position and we estimate that your start date will be on or about February 13, 2023 (the date you actually commence employment with the Company will be the "Start Date").

**2. Compensation.**

- **Salary.** You will be paid an annual base salary of \$440,000.00 payable semi-monthly in accordance with the Company's normal payroll process. Your annual base salary is contingent on your reporting location. If your reporting location changes, your salary may be subject to adjustment to the appropriate location differential.
- **Performance Bonus.** You are also eligible to receive an annual bonus with a target of 75% of your base salary. Following the end of each calendar year, the Company, in its discretion, will determine to what extent you will be paid a bonus for that year. For any calendar year that you are eligible for a bonus, you must remain employed by the Company through the date it is payable to earn the bonus. For the avoidance of doubt, if your start date is October 1st or later, you will not be eligible to receive a performance bonus for the calendar year of your hire date.
- **Sign-On Bonus.** The Company agrees to pay \$85,000.00 within the first 30 days of your Start Date on the condition that you are an active employee and in good standing on the date it is to be paid. If you resign from your position or are terminated by the Company for Cause (as defined in the Company's most recently adopted equity plan (the "Plan")) within 12 months of your Start Date, you agree to repay the net sign-on bonus amount (that is, after taking into account any payroll deductions and withholdings that were made with respect to the sign-bonus) to the Company within 30 days of your termination date.

Your compensation is subject to all normal payroll deductions and required withholdings.

**3. Restricted Stock Units.** It will be recommended to the Company's Board of Directors (or committee thereof) that you be granted Restricted Stock Units (RSUs) with an estimated value of \$2,300,000.00 ("Value"), where the Value shall be converted into a number of RSUs by dividing the Value by the average closing market price of one share of the Company's Class A common stock for the twenty (20) consecutive trading day period ending on the last trading day prior to the Grant Date, rounded down to the nearest whole share. RSU grants are typically granted on the 15th day of the month following your start date. Each RSU represents one share of the Company's Class A common stock. The RSUs will be subject to the terms and conditions applicable to restricted stock units granted under the Company's 2021 Stock Option and Incentive Plan (the "Plan") and the applicable restricted stock unit award agreement. The RSUs will vest over approximately four years as follows provided you remain in continuous service through the applicable vesting date: (i) with respect to the first 25% of the RSUs on the first quarterly "vesting date" occurring after the one-year anniversary of the vesting commencement date and (ii) with respect to an additional 1/16th of the RSUs on each quarterly vesting date thereafter. The vesting commencement date for RSUs will be the quarterly vest date immediately preceding your start date if it occurs during the first 45 days of an applicable quarter and the subsequent quarterly vest date if your start date occurs after the 45th day of the quarter. "Vesting date" means March 1, June 1, September 1, and December 1.

**4. Stock Option.** It will be recommended to the Company's Board of Directors (or committee thereof) that you be granted an option to purchase shares of the Company's Class A common stock, with an estimated value of \$2,300,000.00 ("Value"). The Value shall be converted into a number of shares of the Company's Class A Common Stock by dividing the Value by the fair value per option share calculated by the Company under ASC Topic 718, rounded down to the nearest whole share. The exercise price per share for the option shall be equal to the closing price of a share of Class A common stock on the date of the grant (or the day immediately preceding the grant date for which a closing price is reported). The shares subject to the option shall vest as follows provided you remain in continuous service through the applicable vesting date: twenty-five percent (25%) of the shares subject to the option shall vest on the one year anniversary of your Start Date and the remaining shares subject to the option shall vest in equal monthly installments over the three years thereafter. The provisions of your stock option grant

shall  
otherwise  
be subject  
to the  
provisions  
of the  
Company's  
standard  
form of  
Stock  
Option  
Agreement  
and the  
[Company's  
2021 Stock  
Option and  
Incentive  
Plan][Plan].

In the event your employment with the Company is either (i) terminated by the Company without Cause or (ii) you resign from such employment for Good Reason (as defined below), in either case within three (3) months before or twelve (12) months after the consummation of a Sale Event (as defined in the Plan), then subject to you delivering to the Company or its successor a fully executed and effective general release of claims in favor of the Company and its successor that becomes effective and irrevocable within sixty (60) days of the date of your termination or resignation (as applicable), then 100% of the shares subject to your outstanding equity awards, including the RSUs described above, will vest as of the date of such termination (or the Sale Event, if later).

For purposes of this letter agreement, "Good Reason" means that you have complied with the "Good Reason Process" following the occurrence of any of the following events:

- (i) a material diminution in your responsibilities, authority, or duties;
- (ii) a material diminution in your base salary, except for across the board salary reductions based on the Company's financial performance similarly affecting all or substantially all senior management employees of the Company; or
- (iii) a change in geographic location of more than 50 miles at which you provide services to the Company (or its successor).

For these purposes, "Good Reason Process" means that (i) you reasonably determine in good faith that a "Good Reason" condition has occurred; (ii) you notify the Company in writing of the first occurrence of the Good Reason condition within 60 days of the first occurrence of such condition; (iii) you cooperate in good faith with the Company's efforts, for a period not less than 30 days following such notice (the "Cure Period"), to remedy the condition, (iv) notwithstanding such efforts, the Good Reason condition continues to exist; and (v) you terminate your employment within 30 days after the end of the Cure Period. If the Company cures the Good Reason condition during the Cure Period, Good Reason will be deemed not to have occurred.

**5. Benefits.** You will be eligible to participate in the Company's standard benefit plans, including, but not limited to, time off, medical, dental, vision and disability insurance coverages. The Company reserves the right to modify at its sole discretion the compensation and benefits plans, as it deems necessary. Your benefits are effective the 1st of the month following or coincident with your start date.

**6. Expenses.** You will be entitled to reimbursement for all reasonable and necessary business-related expenses incurred in connection with the performance of your duties hereunder in accordance with the Company's expense reimbursement policies and procedures.

**7. At-Will Employment, Confidential Information, Invention Assignment, and Arbitration Agreement.** To enable the Company to safeguard its proprietary and confidential information, it is a condition of hire that you sign prior to your start date the At-Will Employment, Confidential Information, Invention Assignment, and Arbitration Agreement, which requires, among other provisions, the assignment of patent rights to any invention made during your employment at the Company, and non-disclosure of proprietary information. The At-Will Employment, Confidential Information, Invention Assignment, and Arbitration Agreement will be sent to you prior to your start date.

We also ask that, if you have not already done so, you disclose to the Company any and all agreements relating to your prior employment that may affect your eligibility to be employed by the Company or limit the manner in which you may be employed. It is the Company's understanding that any such agreements will not prevent you from performing the duties of your position and you represent that such is the case. Moreover, you agree that, during the term of your employment with the Company, you will not engage in any other employment, occupation, consulting, or other business activity directly related to the business in which the Company is now involved or becomes involved during the term of your employment, nor will you engage in any other activities that conflict with your obligations to the Company. Similarly, you agree not to bring any third party confidential information to the Company, including that of your former employer, and that in performing your duties for the Company you will not in any way utilize any such information.

**8. At-Will Employment.** Your employment at the Company is "at-will." You may terminate your employment with the Company at any time and for any reason whatsoever simply by notifying the Company. Likewise, the Company may terminate your employment at any time and for any reason whatsoever, with or without cause or advance notice. As required by law, this offer is subject to satisfactory proof of your right to work in the United States. As an exempt salaried employee, you will be expected to work additional hours as required by the nature of your work assignments.

**9. Background Check and Right to Work.** This offer, and any subsequent employment, is contingent upon a successful employment verification and background check. The Company reserves the right to rescind its offer of, or any subsequent, employment based upon information received in the background verification. For purposes of federal immigration law, you will be required to provide to the Company documentary evidence of your identity and eligibility for employment in the United States. Such documentation must be provided to us within three (3) business days of your date of hire, or our employment relationship with you may be terminated.

**10. Complete Offer and Agreement.** This letter, together with your At-Will Employment, Confidential Information, Invention Assignment, and Arbitration Agreement, forms the complete and exclusive statement of your employment agreement with the Company. The employment terms in this letter supersede any other agreements or promises made to you by anyone, whether oral or written. Changes to the terms of your employment can be made only in writing and signed by you and an authorized executive of the Company, although it is understood that the Company may, from time to time, in its sole discretion, adjust the salaries, incentive compensation and benefits paid to you and other employees, as well as job titles, locations, duties, responsibilities, assignments and reporting relationships as needed.

**11. Acceptance.** This offer will remain open until January 6, 2023. To indicate your acceptance, please sign and date this letter. If you accept our offer, we would like you to start on or before February 13, 2023 or such later date as Marqeta completes and reviews the background check.

**12. Executive Severance Plan.** The Board of Directors will designate you as a Covered Executive under the Executive Severance Plan.

Crystal, I expect you will make a significant contribution to our success and will enjoy a meaningful career here at Marqeta. We very much look forward to your favorable reply.

Sincerely,

Marqeta, Inc.

Signature: /s/ Todd Pollak

/s/ Jason Gardner Name: Todd Pollak

Jason Gardner CEO Title: Chief Revenue Officer

Date: May 10, 2024

\*\*\*

Signature: /s/ \*\*\*

Title: \*\*\*

Date: May 10, 2024

**Accepted:**

/s/ Crystal Sumner January 6, 2023

Crystal Sumner Date

Exhibit 31.1

**CERTIFICATION OF PRINCIPAL EXECUTIVE OFFICER  
PURSUANT TO  
SECURITIES EXCHANGE ACT OF 1934 RULES 13a-14(a) AND 15d-14(a),  
AS ADOPTED PURSUANT TO  
SECTION 302 OF THE SARBANES-OXLEY ACT OF 2002**

I, Simon Khalaf, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Marqeta, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a. Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in

which this report is being prepared;

- b. Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
- c. Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
- d. Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and

5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):

- a. All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
- b. Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: **May 7, 2024** August 7, 2024

By: /s/ Simon Khalaf

Simon Khalaf  
Chief Executive Officer  
(Principal Executive Officer)

**Exhibit 31.2**

**CERTIFICATION OF PRINCIPAL FINANCIAL OFFICER  
PURSUANT TO  
SECURITIES EXCHANGE ACT OF 1934 RULES 13a-14(a) AND 15d-14(a),  
AS ADOPTED PURSUANT TO  
SECTION 302 OF THE SARBANES-OXLEY ACT OF 2002**

I, Michael (Mike) Milotich, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Marqeta, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a. Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b. Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c. Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d. Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and

5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):

- a. All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
- b. Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: **May 7, 2024** **August 7, 2024**

By: /s/ Michael (Mike) Milotich

Michael (Mike) Milotich  
Chief Financial Officer  
(Principal Financial and Accounting Officer)

**Exhibit 32.1**

**CERTIFICATION OF CHIEF EXECUTIVE OFFICER  
PURSUANT TO 18 U.S.C. SECTION 1350,  
AS ADOPTED PURSUANT TO SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002**

I, Simon Khalaf, Chief Executive Officer of Marqeta, Inc., certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that the Quarterly Report on Form 10-Q of Marqeta, Inc. for the quarter ended **March 31, 2024** **June 30, 2024** fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934 and that the information contained in such Quarterly Report on Form 10-Q fairly presents, in all material respects, the financial condition and results of operations of Marqeta, Inc.

Date: **May 7, 2024** **August 7, 2024**

By: /s/ Simon Khalaf

Simon Khalaf  
Chief Executive Officer  
(Principal Executive Officer)

**Exhibit 32.2**

**CERTIFICATION OF CHIEF FINANCIAL OFFICER  
PURSUANT TO 18 U.S.C. SECTION 1350,  
AS ADOPTED PURSUANT TO SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002**

I, Michael (Mike) Milotich, Chief Financial Officer of Marqeta, Inc., certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that the Quarterly Report on Form 10-Q of Marqeta, Inc. for the quarter ended **March 31, 2024** **June 30, 2024** fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934 and that the information contained in such Quarterly Report on Form 10-Q fairly presents, in all material respects, the financial condition and results of operations of Marqeta, Inc.

Date: **May 7, 2024** **August 7, 2024**

By: /s/ Michael (Mike) Milotich

Michael (Mike) Milotich  
Chief Financial Officer  
(Principal Financial and Accounting Officer)

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