

Q12025 INVESTOR PRESENTATION

May 8, 2025

Disclaimer Regarding Forward Looking Statements

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended (the "Securities Act"), and Section 21E of the Securities Exchange Act of 1934, as amended, that involve substantial risks and uncertainties. Forward-looking statements generally relate to future events or our future financial or operating performance and include our addressable market, revenue growth, growth levers and Adjusted EBITDA drivers and assumptions, and 2025 business outlook. In some cases, you can identify forward-looking statements because they contain words such as "may," "will," "appears," "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.

All forward-looking statements are subject to a number of known and unknown risks, uncertainties, assumptions, and other factors that may cause the Company's actual results, performance, or achievements to differ materially from results expressed or implied in this presentation, including the impact of the macroeconomic and geopolitical environment, including but not limited to, tariffs, expanded trade controls, conflicts around the world, inflation and changes in interest rates, and related shifts in consumer behavior and spending, and other factors more fully described in the Company's filings with the Securities and Exchange Commission, including the Company's Annual Report on Form 10–K and Quarterly Reports on Form 10–Q. Further information on potential risks that could affect actual results will be included in the subsequent periodic and current reports and other filings that the Company makes with the Securities and Exchange Commission from time to time. Investors are cautioned not to place undue reliance on these statements. Actual results could differ materially from those expressed or implied. All forward-looking statements are based on information and estimates available to the Company at the time of this presentation, and are not guarantees of future performance, and reported results should not be considered as an indication of future performance. Except as required by law, the Company assumes no obligation to update any of the statements in this presentation.

Disclaimer Regarding Non-GAAP Financial Measures

We believe that the use of Adjusted EBITDA, Adjusted EBITDA margin, and Available Liquidity is helpful to our investors in understanding and evaluating our results of operations and useful measures for period-to-period comparisons of our business performance as they are metrics used by management in assessing the health of our business and our operating performance, making operating decisions, and performing strategic planning and annual budgeting. These measures are not prepared in accordance with GAAP and have limitations as an analytical tool, and you should not consider them in isolation or as a substitute for analysis of our results of operations as reported under GAAP. In addition, other companies may not calculate non-GAAP financial measures in the same manner as we calculate them, limiting their usefulness as comparative measures. You are encouraged to evaluate the adjustments and the reasons we consider them appropriate. Some amounts in this presentation may not add due to rounding. See the appendix to this presentation for the reconciliations of non-GAAP financial measures to the most directly comparable GAAP measures.

We have not provided an outlook for GAAP net income (loss) or GAAP net income (loss) margin or reconciliations of expected Adjusted EBITDA to GAAP net income (loss) or expected Adjusted EBITDA margin to GAAP net income (loss) margin, because GAAP net income (loss) and GAAP net income (loss) margin on a forward-looking basis are not available without unreasonable efforts due to the potential variability and complexity of the items that are excluded from Adjusted EBITDA and Adjusted EBITDA margin, such as share-based compensation expense, foreign exchange rate gains or losses, and other non-recurring expenses.

Disclaimer Regarding Ticketing, Creator and Event Metrics

This presentation includes certain measures related to our ticketing business, such as paid ticketing metrics, paid creators, free and paid ticket buyers, monthly active users, and paid events. We believe that the use of these metrics is helpful to our investors as these metrics are used by management in assessing the health of our business and our operating performance. These metrics are based on what we believe to be reasonable estimates for the applicable period of measurement. There are inherent challenges in measuring these metrics, and we regularly review and may adjust our processes for calculating our internal metrics to improve their accuracy. You should not consider these metrics in isolation or as substitutes for analysis of our results of operations as reported under GAAP.

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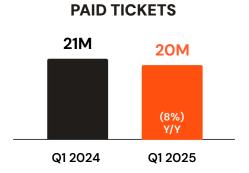
Q1 2025 RESULTS; BUSINESS OUTLOOK SLIDES 4-15

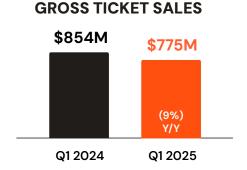
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Q12025 RESULTS

QUARTERLY HIGHLIGHTS



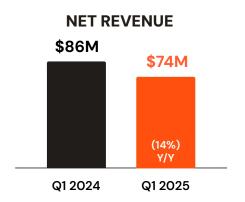






ADJUSTED EBITDA









PAID CREATORS

157.9K

PAID BUYERS

9.7M

DRIVING CONTINUED PROGRESS

We delivered continued operational progress on our recovery during the quarter



250

basis point improvement in paid ticket recovery compared to Q4



13%

increase in average app active users (y/y) with the launch of our rebrand & refreshed app



30%

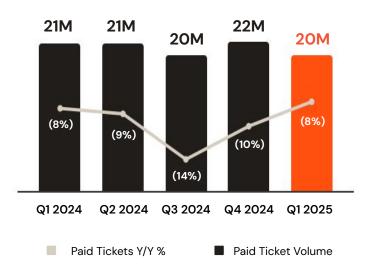
increase in advertising revenue year-over-year



14%

decrease in operating expenses year-over-year

PAID TICKETS

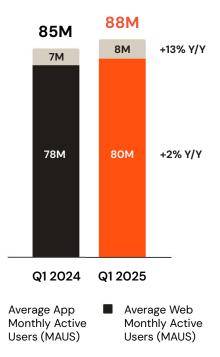


Q1'25 Paid Tickets: 19.6 million,

down 7.7% year-over-year which is a 250 basis points improvement from the 10.2% YoY decline in Q4'24.

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AVERAGE MONTHLY ACTIVE USERS

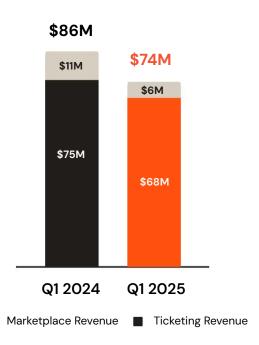


Monthly Average User (MAU) metrics may include inauthentic accounts that we believe are immaterial to overall trends.

Q1'25 MAUs: 87.6 million,

increased 3% year-over-year reflecting growth in app MAUs following the rebrand and refreshed app.

NET REVENUE

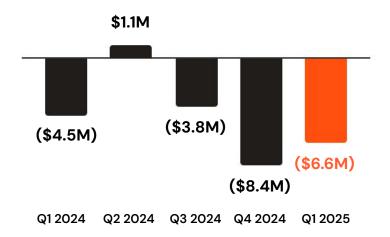


Q1'25 Net Revenue: \$73.8 million,

at the high end of our outlook range, with a 14% decrease year-over-year in total revenue due to lower marketplace revenue (-48% Y/Y) following the discontinuation of organizer fees and lower ticketing revenue (-9% Y/Y).

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NET LOSS

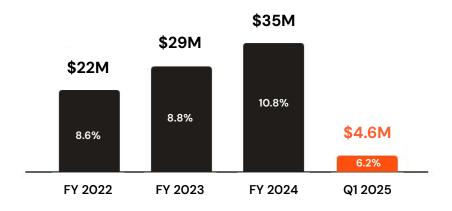


Q1'25 Net Loss: \$6.6 million,

compared to a net loss of \$4.5M in the prior year.

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ADJUSTED EBITDA



 Adjusted EBITDA Margin

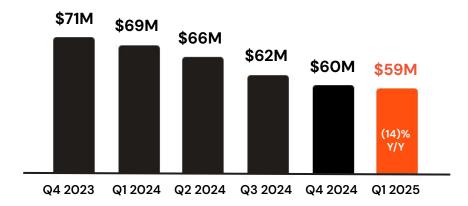
Q1'25 Adjusted EBITDA: \$4.6 million,

representing 15 consecutive quarters of positive Adjusted EBITDA

Q1'25 Adjusted EBITDA Margin: 6.2%,

at the high end of our outlook for a mid-single digit percentage margin due to expense discipline

OPERATING EXPENSES



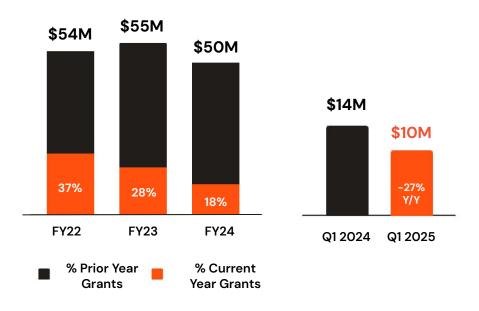
Q1'25 Operating Expenses: \$59.2 million,

decreased 14% year-over-year, our lowest quarter since 2022 and our 5th consecutive quarter of operating expense reductions.



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STOCK BASED COMPENSATION



Q1'25 Stock-Based Compensation:

decreased 27% due to workforce reduction in 2024 and deliberate equity program management aligned with our long-term goals.

In 2024, 82% of stock-based compensation was comprised of prior year grants that vest over multiple years.

AVAILABLE LIQUIDITY

TOTAL DEBT OUTSTANDING

\$ in millions

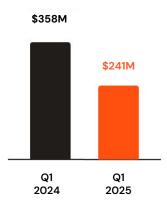
33% decrease Y/Y
with \$120M repayment of
2025 Notes in August 2024

\$358M
\$241M

Q1
Q1
2024
2025

AVAILABLE LIQUIDITY*

\$ in millions



Available Liquidity: \$241 million,

representing ample liquidity after repayment of \$120 million principal of 2025 notes.





2025 BUSINESS OUTLOOK

Q2 2025

Based on current information, we anticipate net revenue for the second quarter of 2025 to be within the range of \$70 to \$73 million and Adjusted EBITDA margin in the 3% to 4% range, excluding non-routine items. The quarterly sequential trends in net revenue and Adjusted EBITDA margin are driven largely by the timing of Easter, delays of some large events into the second half of the year, and typical quarter-to-quarter mix-shift in average ticket prices.

FY 2025

We continue to expect fiscal year 2025 net revenue in the range of \$295 million to \$310 million with an Adjusted EBITDA margin in the mid-single digit percentage range, excluding non-routine items.

OPERATIONAL HIGHLIGHTS



FEATURED CREATOR



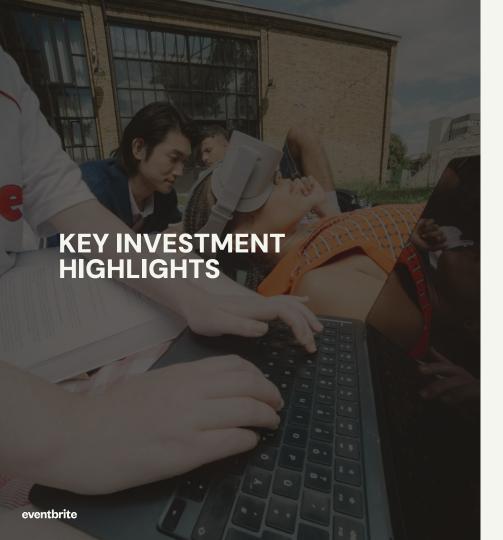
iBoatNYC

Not long after The Lonely Island and T-Pain made comedy gold out of sailing on a yacht on "Saturday Night Live," iBoatNYC turned partying on a yacht into something accessible — and aspirational — for anyone. "When we started, boat parties weren't cool," says Evelyn Szachniewicz, COO of Crust Nation, iBoatNYC's parent company. "But we killed it in terms of making boat parties popular."

Since partnering with Eventbrite just under a decade ago, iBoatNYC has grown exponentially, hosting nearly **8,000 events** — hip-hop and R&B cruises, rooftop reggaeton parties, and multi-genre mash-ups on multi-level yachts — that have **sold more than 110,000 paid tickets (57% of which were driven by Eventbrite)**. For iBoatNYC, using Eventbrite's industry-leading marketing and ticketing tools, including timed entry, Eventbrite Ads, and our TikTok integration, has been a game-changer.

"Automating event creation has cut down 8–10 hours of work per series, making everything way more efficient," Szachniewicz says. That means more time focusing on what really matters: rocking the boats that set sail every weekend from Pier 36 in lower Manhattan.

eventbrite INVESTOR PRESENTATION



A LEADING POSITION IN LARGE, GLOBAL, GROWING MARKET MASSIVE BASE DRIVES MARKETPLACE FLYWHEEL DYNAMICS

MULTIPLE LEVERS TO DRIVE GROWTH FOR THE LONG-TERM

DISCIPLINED FINANCIAL
FOCUS TO DRIVE
RETURNS

SCALED AND TRUSTED EVENTS MARKETPLACE

LARGE CONSUMER AUDIENCE

Operating in 180 countries with 89 million average monthly users and 84 million paid tickets in 2024 and a plan to drive greater event discovery.

STRONG CONSUMER BRAND

Leader in mid-market events with 67% aided brand awareness gen pop and 73% among 21 to 35 year-old active event-goers in Q1 2025.

TRUSTED EVENTS MARKETPLACE

A trusted event platform among active event goers and independent creators.

POWERFUL CREATOR SOLUTIONS

From ticketing to driving demand, Eventbrite offers powerful and easy-to-use tools to drive creator success.

HIGH QUALITY, IN-DEMAND INVENTORY

Over 4.7 million events held on the platform in 2024 and a sales and marketing strategy designed to attract high-impact events to the platform.

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POWERFUL EVENTS PLATFORM FOR CREATORS AND CONSUMERS

CONSUMERS

Intuitive User Experience

Purpose-built site and consumer app designed with trust, safety and convenience at the center

Active Event-Goers

21 to 35-year-old active event-goers are our primary consumers

High-Quality Events

We offer consumers a wide array of high-interest, high-demand events

Local Focus

We employ a metro-by-metro strategy for local relevance

CREATORS

Powerful, Intuitive Tools

Easy-to-use event capabilities that enable creators to market and ticket events in minutes

Multi-Channel Amplification

Marketing tools, Ads and social media integrations expand audience reach

Service and Support

Service and support that enables creators to focus on the success of events

Trusted Platform

A trusted and reliable platform that gives consumers confidence when purchasing tickets

LARGE AND ATTRACTIVE MARKET

Eventbrite is a large player in a fragmented market with unique capabilities

TARGETED CREATOR TYPES

- Veteran event/venue owners motivated to entertain and inspire large, growing audiences – Music/Festivals, health & wellness, attraction
- Events business motivated to create memorable experiences and expand line up – Music, performing arts, professional services, tour hosts
- Event-centric entrepreneurs motivated to reach and entertain people Comedy shows, events agency/promoter, community fairs

BENEFITS OFFERED TO CREATORS

- Easy to use, trusted, and budget-friendly event hosting platform
- Demand generation tools and data
- Wide reach with over 89 million monthly average users in 2024
- Search engine and social media visibility
- Service and support
- Working capital for proven, high quality creators



SERVING A BROAD SPECTRUM OF EVENT CATEGORIES

2024 Total Tickets by Category

35M

Music

28M

Business + Professional

25M

Performing + Visual Arts

23M

Health, Sports + Wellness

25M

Community + Culture

20M

Food + Drink

13M

Family + Education

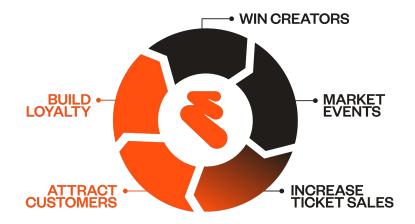
8M

Charity + Causes

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POWERFUL FLYWHEEL DYNAMICS

Our marketplace flywheel drives traffic, brand recognition and creator loyalty



CONSUMERS

CREATORS

DELIVERING CREATOR VALUE

WIN CREATORS MARKET EVENTS INCREASE TICKET SALES

WIN CREATORS

Attract creators who host large, popular events in major cities/metros. High-quality events supply brings consumers into the marketplace In Q1 2025, 335,000+ total creators, including over 89,000 new creators, held over 1.3 million events

MARKET EVENTS

Marketing tools help grow event success by creating more buying demand, which makes the marketplace attractive to creators In 2024, organizers using our built-in sales and marketing tools saw a 67% average increase in the number of tickets sold and saw a 64% average increase in ticket sale revenue

INCREASE TICKET SALES

From ticketing to driving demand, Eventbrite offers powerful and easy-to-use tools to drive creator success In Q1 2025, 39% total tickets sold were influenced by Eventbrite-driven demand

avandbridge Q1 2025 Data (Except as otherwise stated)

BUILD MARKET EVENTS INCREASE TICKET SALES

DRIVING CONSUMER MOMENTUM

INCREASE TICKET SALES

Both free and paid tickets fuel the business – free tickets increase our consumer reach and in turn consumers come back and buy tickets In Q1 2025, 63.1 million total tickets transacted in the first quarter and 21% of all tickets sold on Eventbrite were purchased through feature utilization

ATTRACT CUSTOMERS

Consumers represent a significant growth opportunity, are highly valued by our creators, and are crucial to creating strong marketplace dynamics In Q1 2025, consumer reach of 88 million average monthly active users leading to 28 million individual consumers who transacted in the first quarter

BUILD LOYALTY

Generate repeat purchases among consumers who we know attend events

In Q1 2025, over 31% of consumers have bought 3+ tickets within the last 12 months

avanilarita

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MULTIPLE LEVERS TO DRIVE GROWTH

CONSUMERS

FOCUS ON STRATEGIC INVENTORY

- Attracts consumers
- Drives creators to produce more in-demand offerings

ELEVATING VISIBILITY AND DISCOVERABILITY

- Personalization and ease of use of our mobile app
- Using existing distribution partnerships to build upon top-of-funnel traffic
- Mobile app refresh

CREATORS

DEVELOP AND IMPROVE SELF SIGN-ON FEATURES

- Inexpensive, frictionless way to acquire and win back creators
- More flexible pricing
- Better education of the value Eventbrite offers

MONETIZE THE POWER OF OUR NETWORK

- Eventbrite Ads increases impressions and extends reach
- Marketing tools help sell tickets, build audiences, and grow businesses



INCREASING STRATEGIC INVENTORY

The Eventbrite platform flexes to meet the needs of large events and help them find even bigger audiences

MEGA EVENTS

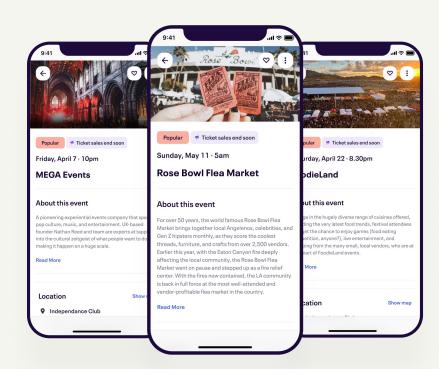
MEGA Events hosted over 332 events and sold more than 355,000 paid tickets, with 35% of total tickets driven by Eventbrite channels.

ROSE BOWL FLEA MARKET

Sold over 338,000 paid tickets, with over 50% of total tickets driven by Eventbrite channels.

FOODIELAND

Sold over 330,000 paid tickets. Eventbrite has helped generate nearly 20% more tickets through demand driving tactics.

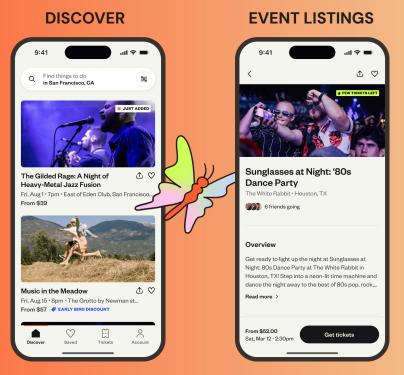


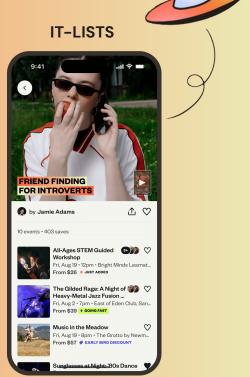
eventbrite

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NEWLY REDESIGNED WEBSITE & APP

Elevates discoverability and builds on app user experience with average monthly active app users increasing 13% year-over-year





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EXPANDING SSO FEATURES

Providing powerful features for larger Creators to increase satisfaction and retention

QUALITY EVENT LISTINGS

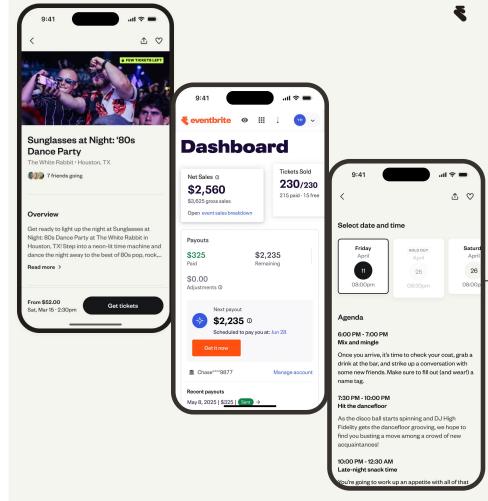
Increased functionality for creating high-quality and engaging event listings, such as utilizing AI to write event descriptions, urgency signals, making it easier to host multiple events, and more

REPORTING

Creator event dashboard provides a high-level overview of event details, ticket sales summary, traffic conversion, attendee reports, and other features.

TIMED ENTRY

Ability for an event to have multiple time slots within the same day enabling consumers to purchase a specific time, manage refunds or ticket changes, and successfully check in at the event's entrance





DRIVING MONETIZATION

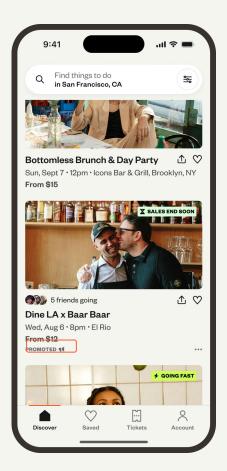
Investing in Marketing Tools and Eventbrite Advertising to increase attendance for creators' events and expand growth opportunities for Eventbrite beyond ticketing revenue.

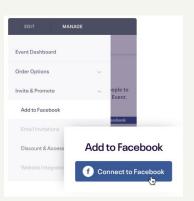
EVENTBRITE ADS

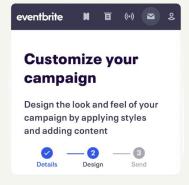
Drive volume to events by making events easy to find with prominent ads in search results, homepage, category pages, iOS app, and related events. Events promoted with Eventbrite Ads had 9x more visibility and sold 4x more tickets.

MARKETING TOOLS

Bundled premium features that drive significant value to sophisticated creators. More tools, more tickets — on average, organizers using Eventbrite's built-in sales and marketing tools sold 67% more tickets.







eventbrite

DISCIPLINED CAPITAL ALLOCATION APPROACH

PLAN TO REDUCE DEBT

STRONG LIQUIDITY

RETURNING CASH TO SHAREHOLDERS

TOTAL DEBT OUTSTANDING

\$ in millions

33% decrease Y/Y with \$120M repayment of 2025 Notes in August 2024

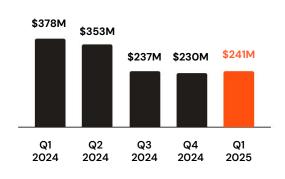


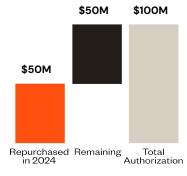
AVAILABLE LIQUIDITY*

\$ in millions

SHARE REPURCHASE PROGRAM

\$ in millions





FINANCIAL RESULTS

RECONCILIATIONS FROM GAAP TO NON-GAAP AND FINANCIAL STATEMENTS

PAID TICKET METRICS

	2023						2024					
	Q1	Q2	Q3	Q4	FY 2023	Q1	Q2	Q3	Q4	FY 2024	Q1	
Paid Transacting Creators (K)	172.0	189.3	185.4	182.7	395.7	169.5	176.9	163.2	166.4	368.0	157.9	
Paid Transacting Events (K)	533.1	563.0	560.8	545.8	1,819.5	523.5	528.7	509.5	516.7	1,752.5	502.8	
Paid Tickets (M)	23.2	23.3	22.9	24.1	93.4	21.2	21.2	19.7	21.6	83.8	19.6	
Gross Ticket Sales (\$M)	\$906	\$890	\$892	\$872	\$3,560	\$854	\$840	\$795	\$794	\$3,284	\$775	
Net Revenue (\$M)	\$77.9	\$78.9	\$81.5	\$87.8	\$326.1	\$86.3	\$84.6	\$77.8	\$76.5	\$325.1	\$73.8	

CONSOLIDATED STATEMENTS OF OPERATIONS

			2023					2024			2025
(In millions, except per share data)	Q1	Q2	Q3	Q4	FY 2023	Q1	Q2	Q3	Q4	FY 2024	Q1
Net revenue	\$77.9	\$78.9	\$81.5	\$87.8	\$326.1	\$86.3	\$84.6	\$77.8	\$76.5	\$325.1	\$73.8
Cost of net revenue	26.4	24.6	25.9	26.3	103.1	25.0	24.6	24.5	24.3	98.5	24.4
Gross profit	51.5	54.3	55.7	61.5	223.0	61.2	59.9	53.3	52.1	226.6	49.4
Operating expenses:											
Product development	26.6	23.5	23.0	25.2	98.3	26.7	26.1	22.6	20.0	95.3	20.9
Sales, marketing and support	17.1	15.7	21.1	20.8	74.6	20.9	24.5	23.7	22.9	92.0	21.5
General and administrative	21.7	21.8	23.1	24.6	91.3	21.2	15.8	15.9	17.1	70.1	16.7
Total operating expenses	65.3	61.0	67.2	70.6	264.1	68.8	66.4	62.2	60.0	257.4	59.2
Loss from operations	(13.8)	(6.7)	(11.6)	(9.1)	(41.1)	(7.6)	(6.5)	(9.0)	(7.8)	(30.8)	(9.7)
Interest income	5.5	6.9	7.6	7.5	27.5	7.4	7.4	6.1	4.4	25.2	3.8
Interest expense	(2.8)	(2.8)	(2.8)	(2.8)	(11.2)	(2.8)	(2.8)	(2.1)	(1.1)	(8.8)	(1.1)
Other income (expense), net	(1.0)	0.1	(2.4)	3.6	0.3	(1.3)	3.7	1.4	(3.0)	0.9	1.2
Loss before income taxes	(12.1)	(2.5)	(9.2)	(0.8)	(24.5)	(4.2)	1.8	(3.6)	(7.5)	(13.4)	(5.8)
Income tax provision (benefit)	0.6	0.5	0.8	0.2	2.0	0.3	0.8	0.2	0.9	2.2	0.8
Net income (loss)	(\$12.7)	(\$2.9)	(\$9.9)	(\$0.9)	(\$26.5)	(\$4.5)	\$1.1	(\$3.8)	(\$8.4)	(\$15.6)	(\$6.6)
Net income (loss) per share, basic and diluted	(0.13)	(0.03)	(0.10)	(0.01)	(0.26)	(0.05)	0.01	(0.04)	(0.09)	(0.17)	(0.07)
Weighted-average number of shares outstanding, basic and diluted	99,503	99,995	100,540	101,097	100,299	99,109	96,142	96,498	94,273	93,029	94,745

eventbrite INVESTOR PRESENTATION

KEY OPERATING METRICS & NON-GAAP FINANCIAL MEASURES

			2023					2024			2025
(In millions, except per ticket data)	Q1	Q2	Q3	Q4	FY 2023	Q1	Q2	Q3	Q4	FY 2024	Q1
Net income (loss)	(\$12.7)	(\$2.9)	(\$9.9)	(\$0.9)	(\$26.5)	(\$4.5)	\$1.1	(\$3.8)	(\$8.4)	(\$15.6)	(\$6.6)
Add:											
Depreciation & amortization	3.5	3.2	3.2	3.8	13.8	3.6	3.6	3.9	3.9	15.1	4.0
Stock-based compensation	12.1	14.6	14.5	13.9	55.1	14.0	15.3	10.2	10.2	49.7	10.2
Interest income	(5.5)	(6.9)	(7.6)	(7.5)	(27.5)	(7.4)	(7.4)	(6.1)	(4.4)	(25.2)	(3.8)
Interest expense	2.8	2.8	2.8	2.8	11.2	2.8	2.8	2.1	1.1	8.8	1.1
Employer taxes related to employee equity transactions	0.4	0.2	0.3	0.1	1.0	0.4	0.4	0.1	0.2	1.1	0.1
Other (income) expense, net	1.0	(0.1)	2.4	(3.6)	(0.3)	1.3	(3.7)	(1.4)	3.0	(0.9)	(1.2)
Income tax provision (benefit)	0.6	0.5	0.8	0.2	2.0	0.3	0.8	0.2	0.9	2.2	0.8
Adjusted EBITDA	2.1	11.3	6.4	8.8	28.7	10.4	12.8	5.3	6.5	35.1	4.6
Net Revenue	\$77.9	\$78.9	\$81.5	\$87.8	\$326.1	\$86.3	\$84.6	\$77.8	\$76.5	\$325.1	\$73.8
Adjusted EBITDA Margin	3%	14%	8%	10%	9%	12%	15%	7%	9%	11%	6%
Paid Ticket Volume	23.2	23.3	22.9	24.1	93.4	21.2	21.2	19.7	21.6	83.8	19.6
Net revenue per paid ticket	\$3.36	\$3.38	\$3.57	\$3.64	\$3.49	\$4.07	\$3.98	\$3.94	\$3.53	\$3.88	\$3.77



AVAILABLE LIQUIDITY

To evaluate Eventbrite's liquidity, the Company adds funds receivable from ticket sales within the last five business days of the period to creator advances, short-term investments, restricted cash, and cash and cash equivalents, and then reduces the balance by creator payables.

\$ in millions	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	
Cash and cash equivalents	\$580	\$575	\$531	\$417	\$503	
Restricted Cash	-	-	-	\$48	\$48	
Funds receivable	\$35	\$29	\$30	\$38	\$36	
Short term investments	\$114	\$57	\$25	\$25	-	
Creator advances, net	\$6	\$7	\$6	\$3	\$6	
Accounts payable, creators	(\$357)	(\$315)	(\$355)	(\$300)	(\$352)	
Available liquidity	\$378	\$353	\$237	\$230	\$241	

