Prepared Remarks: Figma Q2 2026 Earnings

August 5, 2026

Kate DeLeo, Vice President, Figma Investor Relations

Good afternoon, and thank you for joining us on today's conference call to discuss Figma's results for the second quarter of 2026. On the call, we have Dylan Field, Figma's Co-Founder and Chief Executive Officer; and Praveer Melwani, our Chief Financial Officer.

During the course of today's call we may make forward-looking statements, including but not limited to statements regarding our guidance and future financial performance, market demand, product development, growth prospects, business strategies and plans, partnerships, ability to attract and retain customers and ability to compete effectively.

These forward-looking statements are based on management's current views and assumptions and should not be relied upon as of any subsequent date.

And we disclaim any obligation to update any forward-looking statements. Actual results may vary materially from today's statements.

Information concerning our risks, uncertainties and other factors that could cause results to differ from these forward-looking statements are included in our filings with the SEC, including our Quarterly Report on Form 10-Q for the quarter ended June 30, 2026.

Our discussion today will include certain non-GAAP financial measures. These non-GAAP financial measures should be considered in addition to, not as a substitute or in isolation from, GAAP measures.

Our non-GAAP measures exclude the effect of our GAAP results of stock-based compensation and certain other items.

Reconciliations of non-GAAP financial measures to comparable GAAP measures can be found in our press release accompanying this call, which is posted to the investor relations page on our website. I would now like to turn the conference call over to Dylan.

Dylan Field, Figma CEO and Co-Founder

Introduction & Results

Hi everyone, thanks for joining. I'm excited to share the results of another strong quarter for Figma.

In Q2, we delivered $370 million in revenue, representing a year-over-year growth rate of 48% and our third consecutive quarter of accelerated growth. Q2 was also our first full quarter of AI monetization, and what we're seeing follows a pattern that's familiar to Figma: a core group of users driving outsized usage, paving the way for broader adoption across the organization. This gives us confidence in the AI consumption opportunity ahead.

On the P&L front: Net Dollar Retention Rate was 136%; non-GAAP gross profit dollars grew by 40% year-over-year, an acceleration on the previous quarter; non-GAAP operating margin was 10%, reflecting the typical seasonal impact of Config; Free Cash Flow margin was 14%; and we ended Q2 with $1.7 billion in cash, cash equivalents and marketable securities.

These numbers reflect incredible execution from the team. They also show that as companies reimagine how they build products with AI, they're doubling down on Figma.

This is because what Figma offers is unique: a performant, professional-grade canvas where humans and agents can work side by side; deep product context that makes agents actually useful; and full creative control through a combination of AI and direct manipulation.

These differentiators are even more valuable in a world where code is a commodity, and value is moving up the stack. We see a big opportunity for Figma as we make code a primitive on our platform and become the canvas for full-stack creation.

Let me explain.

Code

In June, at Config, we announced Code Layers, which we plan to roll out in early access soon.

AI has made individuals more productive than ever. Everyone's working with their own agent, exploring their own path, in their own tool. Teams are moving faster, but they're often pointed in completely different directions. Collaboration takes a back seat as tunnel vision takes over. Individuals grow more attached to the direction they've explored and less open to ideas from their team.

Code Layers is designed to address these challenges. With Code Layers, interactive code lives directly on the Figma canvas. Teams can edit designs in code or manipulate them visually. They can also compare different variations of code-backed prototypes on the canvas, side-by-side. This makes iteration fast and collaboration the default.

Code Layers is built on the same technical foundations as Figma Make. Simply put, it's Figma Make on the canvas.

And Figma Make itself is getting more powerful. For example in May, we started rolling out the ability for teams to start working directly in their production codebase with Make. Teams can go from idea to shipped product, without leaving Figma.

1Password uses Figma from prototype all the way to code that ships to production. Their design systems team has built a full AI-assisted prototyping pipeline with Figma Make, complete with a custom MCP and AI-powered skills, that lets them scaffold and publish new prototypes automatically. They've also opened Figma Make access beyond design to licensed engineers.

And when the process starts outside of Figma, we've made it easier to bring that work *into* Figma with our MCP server.

At **Clay**, designer Alex Fortney was tasked with redesigning the company's tools panel, a surface undergoing its fourth redesign in the last five years. Using MCP, Alex was able to expedite what would've been a tedious process by pulling every existing component out of the legacy code base and into Figma, so she could audit the surface visually. As she put it, "The Figma MCP has saved me countless hours of manual labor on the design system files, and made it a lot easier for Clay's engineers to translate design into production-ready code."

MCP is what makes this possible at scale. Write-back support lets teams push work into Figma, not just pull from it. In Q2, MCP write-to-Figma usage grew 75% quarter over quarter.

Code Layers, pushing to production with Figma Make and the Figma MCP server together drive more usage and credit consumption by expanding what you can do with code in Figma.

Creativity + Differentiation

As AI makes code easier to write, everything is starting to look the same. These models are trained on what already exists, so what you get back is in distribution, the expected answer. The teams that stand out will be the ones with a point of view bold enough to push past obvious solutions.

At Config, we launched Motion and Shaders, two new expressive capabilities that used to require leaving Figma, now native to the canvas.

With Figma Motion, teams can build custom animations from scratch, layer them onto existing designs or ask the agent to generate a starting point, all in the same canvas the team already works in.

Atlassian is a great example: their design systems team is building motion directly into the Atlassian Design System, giving anyone on the team the ability to design with and generate motion themselves. This is important because motion is something teams almost always want but rarely get because it's time consuming and expensive to build. As Senior Product Designer Alexandra Pereira put it, “[Figma Motion] turns animated illustrations from a specialist handoff into a system capability.”

Like Motion, Shaders make products feel alive in new ways. With Shaders, anyone can describe a texture or effect, like Liquid Glass, and the Figma agent builds it for you. Then, you can manipulate the output directly with fine-grained controls that give you ways to customize your result.

Figma Weave brings a similar approach to AI-generated media. Instead of stopping at the first prompt, you can sculpt generated outputs like clay: connecting models and refining results until what's on the canvas is exactly what you had in your head.

Weave tools can now run inside Figma, which means teams can generate images and other visual assets without switching tools, which matters more as visual assets become a bigger part of how software gets made. In addition, this also opens Figma up to audiences we haven’t served historically: in-house brand designers and creative agencies doing complex, hands-on work.

Taxi Studio, a UK-based brand design agency set up a Weave workflow to generate 3D renders for a design presentation with their client, Carlsberg. Using three simple inputs—a beer glass, a hop leaf and also a background—they created a starting point for brand imagery and then further refined lighting, camera angle, and texture.

As designer Jack Goozee put it, “All of this took a day, whereas it would have taken a 3D specialist weeks and tens of thousands of pounds to ideate through these elements. It’s such a great way to elevate and add richness to the work, while staying very much in control.” And it’s this control that sets Weave apart: the ability to express your creative vision exactly as you imagine it.

Together, Motion, Shaders and Weave give teams the tools to make work that's genuinely distinctive, not just AI-generated. The market this can serve is significant. And overall it points to a larger shift: The line between building

software and making creative work is dissolving. This opens up new mediums, new possibilities and new audiences for Figma.

Agents

The third opportunity is agents.

The Figma agent is built natively for design, fluent in Figma and increasingly powered by our own proprietary model. Because it works on the same canvas as your team, it has access to all the same tools you do, including our new expressive capabilities like Motion and Shaders.

One way to think of the agent is as a capable design intern you can hand work off to: everything from time-consuming tasks like documenting your design system to generating design variations that your team can build on. And because it works directly on the Figma canvas, you can have multiple agents running in parallel while you and your team focus on higher-level work.

But the agent can do more than complete tasks; it can also build custom tools. That's what generative plugins are for: describe what you need, and the agent builds something your whole team can reuse, like custom chart generators or plugins that pull in live data, directly on the canvas.

The response to generative plugins has been strong; as of July 31, weekly plugin creation was more than double what it was prior to the launch of generative plugins.

Together, this represents a significant opportunity for our business. As the Figma agents take on more work, AI consumption increases and the ceiling on what a team can create in Figma moves up.

The Figma agent rolled out in open beta in June, and the early signs are promising: as of July 31, over 50% of Paid Customers with more than $10,000 in ARR were already using the Figma agent on a weekly basis. The agent is also expanding who uses AI in Figma, not just how much. As of July 31, more than 20% of weekly credit-consuming users on paid plans were exclusively consuming credits using the Figma agent.

The Opportunity Ahead

The common thread across code, new creative capabilities and the Figma agent is that they increase the surface for AI consumption and the possibilities for *what* and *who* can create in Figma. Together, they can grow our total addressable market in ways we are only beginning to capture.

More than ten years ago, Figma introduced the infinite canvas as a shared space for teams to design software. The next evolution is a canvas for full-stack creation, *one* place where anyone, anywhere can reach for whatever tool they need to build whatever they dream up — *exactly* as they imagine it.

Leadership Updates

Before I close, I want to share some updates on our leadership team.

First, our Chief Technology Officer Kris Rasmussen will become Figma's Chief Architect. After almost ten years at Figma, Kris sees an opportunity to scale his impact by working directly on Figma's most business critical engineering challenges…starting with Figma Agent. We are kicking off the search for a new CTO and in the meantime, the engineering teams responsible for our AI and editor efforts will report directly to me.

Additionally, our longtime security leader Dev Akhawe will become Figma's first Chief Security Officer. Dev has built an incredible team since joining Figma in 2020. Dev was early to adopt AI into Figma's cybersecurity efforts, and I'm excited for Dev to step into this role.

We also have two internal leadership transitions.

First, after seven incredible years, our Chief Product Officer Yuhki Yamashita has decided to close his Figma chapter and take extended time off. Yuhki has helped shape Figma's product and culture, and I'm so grateful for his dedication and impact.

Loredana Crisan, who joined Figma as our Chief Design Officer in 2025, will expand her scope and lead Figma's product function as well. Loredana joined us almost a year ago after spending nearly a decade leading design and product at Meta for messenger and Meta's AI efforts. Her remarkable design and product aptitude — and the strong point of view she brings — have already made a tremendous impact on Figma.

Lastly, Sheila Vashee, our Chief Marketing Officer, will be departing Figma at the end of August. Sheila has built strong marketing foundations for Figma as we have scaled our go-to-market efforts.

Nairi Hourdajian, Figma's longtime Chief Communications Officer, will be our new CMO. Nairi is a leader I trust deeply. Her creativity and sharp perspective have shaped so much of our strategy in marketing and across Figma's business. I know her bold approach will further strengthen Figma's marketing and differentiate our brand.

Closing

A year into our journey as a public company, the opportunity is bigger than even we expected. The tools are changing, the creative possibilities are expanding and Figma finds itself at the forefront of this shift. We have a lot of work left to do, and even more left to build for our customers. I'm looking forward to it, and I know the team is, too.

With that, I'll pass it over to Praveer.

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Praveer Melwani, Figma CFO

Thanks, Dylan.

As Dylan shared, our vision of becoming the canvas for full stack creation is resonating with customers. We consistently hear from our customers that they want to build more, move faster and push the boundaries of what is possible — all while elevating craft and taste. We're proud that our financial results indicate that we are delivering the right products and features to our customers as AI transforms the way products are built.

Q2 was another record quarter. Importantly, it was our first *full* quarter in which AI credit monetization contributed to results. Q2 revenue was $370 million, up 48% year-over-year and our third straight quarter of accelerated year-over-year revenue growth. Just as importantly, that growth was accretive to gross profit in Q2. Non-GAAP gross profit for Q2 grew 40% year-over-year, with our gross profit dollar growth accelerating 9 percentage points quarter-over-quarter.

AI Monetization

Let's start with AI credit monetization. As a reminder, we embed AI credits in each of our seats. Starting in mid-March, we implemented credit limits on all seats. Today, teams are able to purchase additional credits beyond these limits. A key signal we wanted to understand was how credit utilization would trend as customers began paying for incremental usage.

A full quarter in, we are encouraged by what we've observed. Sustained usage is translating into revenue in two ways.

First, credits included in every seat make those seats more valuable, supporting upgrades, new team conversion, and retention. As of the end of Q2, approximately two-thirds of Paid Customers with more than $10,000 in ARR added full seats compared to their prior renewal, which is consistent with prior quarters. At the same time, our Gross Retention Rate was stable in the mid-to-high 90s, highlighting the mission-critical nature of our platform for our customers.

Second, as customers exceed the credits built into their seats, they can purchase additional credit add-on subscriptions or enable pay-as-you-go. We're encouraged by the paid conversion we're seeing and the continued broadening of adoption across our customer base. As of the end of Q2, over 80% of Paid Customers with more than $10,000 in ARR were consuming AI credits weekly.

We are also continuing to learn how customers want to purchase, scale and govern AI usage. We're moving quickly to iterate on our pricing model based on customer feedback. Just this week, we began rolling out user-level limits, giving

admins more precise control over how AI credits are allocated across their organizations. We're also working to make it easier for users to request additional credits when they need them.

There is meaningful room ahead as adoption deepens and we introduce new features and products that consume AI credits. Our products and features that are in beta and are still rolling out to customers—including Figma agent, Figma Make on local code, Motion, generative plugins, and Code Layers—do not currently consume paid credits. Early usage of these new products and features is trending ahead of expectations. We're already seeing that the Figma agent is drawing new users to consume AI credits as well as driving existing users to deepen their usage. As of July 31, over 50% of Paid Customers with more than $10,000 in ARR were already using the Figma agent on a weekly basis.

Key Metrics

Now, let's turn to our key metrics. In Q2, Net Dollar Retention Rate for Paid Customers with more than $10,000 in ARR remained strong at 136%, even as we begin to anniversary our pricing and packaging changes from March 2025. We are continuing to both add new customers and go deeper with our existing customers. In Q2, Paid Customers with more than $10,000 in ARR grew 34% year-over-year and Paid Customers with more than $100,000 in ARR grew 46% year-over-year.

We continue to invest in our go-to-market teams to support our global customer base. Last quarter, we expanded our footprint with a new office in Sao Paulo to better serve our customers in one of our fastest growing markets. We also now offer local data hosting in Brazil, after introducing data localization in Australia and India earlier this year. All of these efforts have continued to help drive our global business, and international revenue — which grew 50% year-over-year in Q2.

Now, let me highlight a few of our customer wins from the quarter.

One of the world's largest technology companies expanded its enterprise contract with Figma in Q2, purchasing an AI credit add-on covering more than 25,000 total paid seats, with the company now having more paid seats held by engineers than designers, a strong signal of developer adoption at scale.

A technology infrastructure company expanded its AI credit add-ons multiple times within a single quarter, increasing its purchased credit commitment by 5x from its first add-on, as part of a company-wide push for AI-native workflows across its product development org.

During a month-long trial of Figma Make, a global financial institution held an internal hackathon across its product, design and engineering teams, reducing

prototype development time from a full quarter to a matter of days. New admin tools for managing user credits also unblocked a path to broader adoption by giving the company greater visibility and control over AI usage across teams. Together, these productivity gains and stronger governance capabilities led the company to purchase a significant enterprise AI credit add-on subscription, while AI credit consumption increased 2.5x quarter-over-quarter.

Building on a successful five-year partnership with one of Europe's largest software providers, we identified opportunities to further accelerate adoption of our AI products. With targeted training for power users, we drove organization-wide adoption. The impact was immediate: AI credit consumption grew 2.5x month-over-month in the first month following the engagement and new contract.

Gross Profit

Turning to the income statement. Unless noted, all metrics are non-GAAP. We have provided a reconciliation of GAAP to non-GAAP financials in our earnings release, which is posted to our website.

Gross profit grew and gross margin improved in Q2. Gross profit was $314 million, up 40% year-over-year. And gross margin was 85%, up two-and-a-half percentage points quarter-over-quarter. The acceleration in gross profit growth and the improvement in gross margin this quarter is the result of our first full quarter of AI credit monetization.

Looking ahead, we have a clear set of tools to manage inference costs as adoption scales. We route across models based on task complexity, optimize across providers through our model-agnostic architecture, and are beginning to bring first-party models trained on Figma's design corpus into specific design tasks inside the Figma agent. For the right tasks, we believe those models can deliver comparable quality at lower cost and latency and will continue to represent a key area of investment and development in the second half of the year.

With the new products and features rolling out in beta post Config, the goal remains to drive usage, retention and growth while improving quality, latency and cost ahead of GA. We do not charge our customers for their usage of products that are currently in beta, and we bear the cost of inference without offsetting consumption revenue. As a result, gross margin will vary from quarter-to-quarter in the near-term. Over the long-term, we expect additional usage to drive revenue and gross profit dollar growth.

Operating Income

Q2 operating income was $36 million, a 10% operating margin. We hosted over ten thousand members of our community in San Francisco in Q2 for Config, our

annual user conference. We view Config as an investment in our community and customers. This investment impacts our Q2 operating income and free cash flow. Inclusive of Config, our Q2 operating expenses grew at a slower rate than our top-line.

Free Cash Flow

Q2 Free Cash Flow was $53 million, a margin of 14%. The largest single driver for the year-over-year variance was costs related to our increased inference spend. The Config expenses also impacted our Free Cash Flow. We ended the quarter with $1.7 billion in cash, cash equivalents and marketable securities, and we remain confident in the long-term cash-generating profile of the business.

Outlook

Now let's close it out with our outlook. A reminder on our guidance philosophy: we provide a snapshot of our current view based on recent trends, including what we have high confidence in, and where visibility is more limited, we observe sustained trends before fully incorporating them.

For the third quarter, we expect revenue of $373 million to $375 million, or 36% growth at the midpoint of the range. For the full year, we are raising our outlook to $1.463 billion to $1.467 billion, implying 39% growth at the midpoint, a raise of $40 million. The raise is reflective of strength in AI credit consumption for products being monetized today, positive early signal on the back of our new launches, strong conversion and continued expansion.

We are maintaining our full-year non-GAAP operating income guidance of $125 million to $135 million, a 9% operating margin at the midpoint. This is the right moment to lean into investment, given the strong signals we see. The question we ask ourselves is whether investment, in product and go-to-market, increases the likelihood that Figma builds a durable advantage over the long-term, even at the temporary cost of near-term margin. Over the long-term, we remain focused on innovating *while* driving durable revenue growth and maximizing operating profit dollars.

To close, Q2 was another strong quarter: our first full quarter of AI credit monetization, a deepening of our product portfolio, a broadening of our AI workflows, an acceleration of growth in revenue and gross profit dollars, and continued strength in retention and expansion.

More importantly, we are confident in how this all will compound in the quarters ahead. AI is changing how teams build software and how creative work is done, and that makes Figma more important. We are pairing product velocity with a monetization model that will evolve alongside usage, and that gives us confidence in durable, profitable growth from here.

With that, I will hand it over to the operator for Q&A.

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