Global-e

Global eCommerce.
Done Right

Second quarter 2026 results and business update

Disclaimer

Cautionary Note Regarding Forward-Looking Statements

This presentation contains estimates and forward-looking statements within the meaning the U.S. Private Securities Litigation Reform Act of 1995. All statements contained in this presentation other than statements of historical fact, including, without limitation, statements regarding our future strategy, growth strategy, market opportunity, long-term financial or operational targets, projected financial and operational results, product and platform initiatives, merchant adoption, partnerships, expansion in new and existing markets, acquisitions and the expected contributions, integration and performance of acquired businesses, including Passport, value-added services, Managed Markets, artificial intelligence initiatives, share repurchases and plans and objectives of management for future operations, are forward-looking statements. Forward-looking statements are based on management's current expectations, estimates, assumptions and beliefs and are subject to risks and uncertainties. Words "may," "might," "will," "could," "would," "should," "expect," "plan," "anticipate," "intend," "target," "seek," "believe," "estimate," "predict," "potential," "continue," "contemplate," "possible," "project," "forecast," "outlook," "goal" or the negative of these terms or other similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain these words. Many factors could cause actual results or events to differ materially from those expressed or implied by forward-looking statements, including the risks and uncertainties described in Global-e's Annual Report on Form 20-F for the year ended December 31, 2025 and other documents filed with or furnished to the U.S. Securities and Exchange Commission (the "SEC"). Forward-looking statements speak only as of the date of this presentation, and Global-e undertakes no obligation to update any forward-looking statements, except as required by law.

Non-GAAP Financial Measures and Key Operating Metrics

This presentation includes non-GAAP financial measures and key operating metrics, including measures and ratios related to Adjusted EBITDA, Adjusted EBITDA margin, Non-GAAP gross profit, Non-GAAP gross margin, Non-GAAP net profit, Non-GAAP net profit per share, Free Cash Flow, Free Cash Flow margin. These measures are provided as supplemental information to GAAP measures, may differ from similarly titled measures used by other companies and should not be considered in isolation from, or as substitutes for, measures prepared in accordance with GAAP. Please see the Appendix to this presentation and Global-e's earnings release for definitions of these measures, the most directly comparable GAAP measures and applicable reconciliations. The Company is unable to provide a reconciliation of Adjusted EBITDA to Net Profit (Loss), its most directly comparable GAAP financial measure, on a forward-looking basis without unreasonable effort because items that impact this GAAP financial measure are not within the Company's control and/or cannot be reasonably predicted. These items may include, but are not limited to, income tax (benefit) expenses, financial expenses (income), net, stock-based compensation, depreciation and amortization, commercial agreement asset amortization, amortization of acquired intangibles, and merger-related contingent consideration. Such information may have a significant, and potentially unpredictable impact on the Company's future financial results.

Market, Industry and Merchant Data

This presentation includes market, industry, merchant, platform and third-party data. Such information is based on internal data and on third-party sources that Global-e believes to be reliable, but it has not been independently verified, and Global-e does not guarantee its accuracy or completeness. Merchant examples are illustrative and may not be representative of all merchants or future results, and references to merchant performance following implementation of Global-e's platform do not necessarily mean that the platform was the only factor contributing to such performance.

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Global-e

Company at a glance

$1.33B

Annual revenue

FY26 guidance mid-point

38% YoY growth

$8.96B

Annual GMV

FY26 guidance mid-point ·

36% YoY growth

+22%

Adjusted EBITDA margin

FY26 guidance mid-point

+1,500

Enterprise partner merchants

+35M

Transactions worldwide, LTM

+32%

Organic revenue growth

FY26 guidance mid-point

Global-e

THE PLATFORM

Enabling merchants to transact globally, as locals

Unique eCommerce data engine – ‘Global Compass’ Optimizing trading worldwide

Better results and conversion

Drive more conversions with smarter cross-border experiences

More customers and transactions

>30M Transactions	>2B Sessions
>200 Markets	>1,500 Clients

More data and insights

Actionable intelligence to optimize every part of your business.

DUTY STRATEGIES · RETURNS PRICING · PRICING COEFFICIENTS · DUTY THRESHOLDS · SHIPPING FLAT RATES · CONVERSION RATEBEN CHMARKS

Optimized trading from day one

Relative conversion models
Proposition built across duty and tax, pricing coefficients, shipping and returns

Stay ahead of the market

Consumer trends and regulatory shifts, tracked across every market worldwide

Make informed decisions

Balance growth, profitability and best practices to reach merchant goals

Delivering differentiated results for merchants

>30%

Typical uplift in international traffic conversion

"Global-e has driven fantastic growth in a short time. Their guidance sharpened our shopping experience and conversion and significantly boosted international sales."

never fully dressed

Lucy Aylen, Founder & CEO

"Global-e handling all international e-commerce operations and tax and duty compliance enabled us to streamline our e-commerce expansion."

DISSH

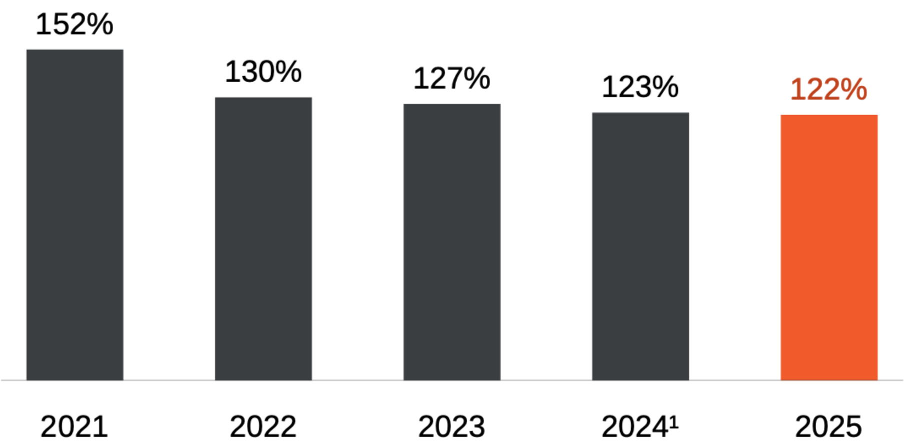
Bianca Birgan, Acting CEO

TAKOMO	+26%	YoY Conversion rate
ほぼ日 HOBONICHI	+70%	YoY International online revenue
DISSH	+86%	YoY International online revenue
repetto	+41%	YoY sales in the UK

Driving high growth and strong retention of merchants

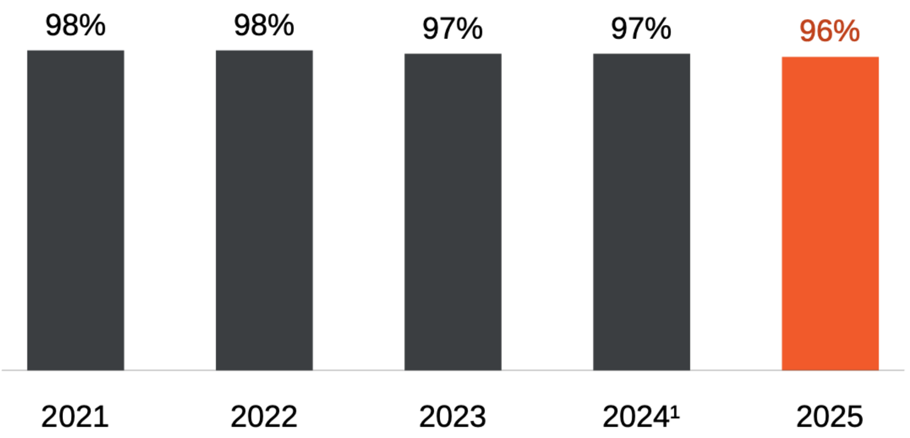
>120%

Net Dollar Retention



>96%

Gross Dollar Retention



[1] 2024 figures represent NDR and GDR adjusted for the negative impact of the out of the ordinary bankruptcy of Ted Baker and by several Borderfree merchants that chose not to re-platform to the Global-e platform. NDR and GDR including the out of the ordinary churn for 2024 was119% and 93.5%, respectively.

Making Global-e the chosen partner of the world's leading brands

MARKS & SPENCER
Reformation
FIGS
alo
Disney store
VICTORIA'S SECRET
Harrods
MATTEL CREATIONS
logitech G
BANG & OLUFSEN
Glossier.
GIVENCHY
Onitsuka Tiger
TORRID
MONT BLANC
MARC JACOBS
HUGO BOSS
Lulus
LONGCHAMP PARIS
vuori
Stüssy
SKIMS
adidas
KITH
VERSACE
GOOD AMERICAN
APL
LOEWE
LANDS' END
PAUL & SHARK
L.L.Bean
COLE HAAN
AIMÉ LEON DORE
KARL LAGERFELD
SUUNTO
FRAME
THE CHAMPIONSHIPS WIMBLEDON
ZADIG & VOLTAIRE
Frank & Eileen FIFTEENTH ANNIVERSARY
IZIPIZI
KENZO PARIS
ALLSAINTS
ANINE BING
Cartier
repetto

Q2 2026 LATEST ADDITIONS

Ferrari
NAKED WOLFE
N.PEAL
MONTIREX
J.M. WESTON
MALINA
ROOT
MIKUTA
McLaren GOLF

Robust, durable long-term growth algorithm

Current

Existing merchants

- Same store sales
- Land & expand

Contribution of new merchants

- New Geo's
- New verticals
- Growing YoY

Value added services

- Demand generation
- Duty drawback
- Trading models
- Returns

Additional TAM

- Multi local
- Managed Markets
- Non MoR
- B2B

A fast growing, efficient platform across differentiated business lines:

Cross border/Multi-local

Physical/Digital goods

MoR/Non-MoR

Managed Markets

Advanced logistics

A combination of economies of scale and economies of skill

Shared services across the different business models and offerings

A multi-tenant platform, enhancements and upgrades to the platform benefit all merchants

Efficient go-to-market leveraging the growing recognition and channel partnerships

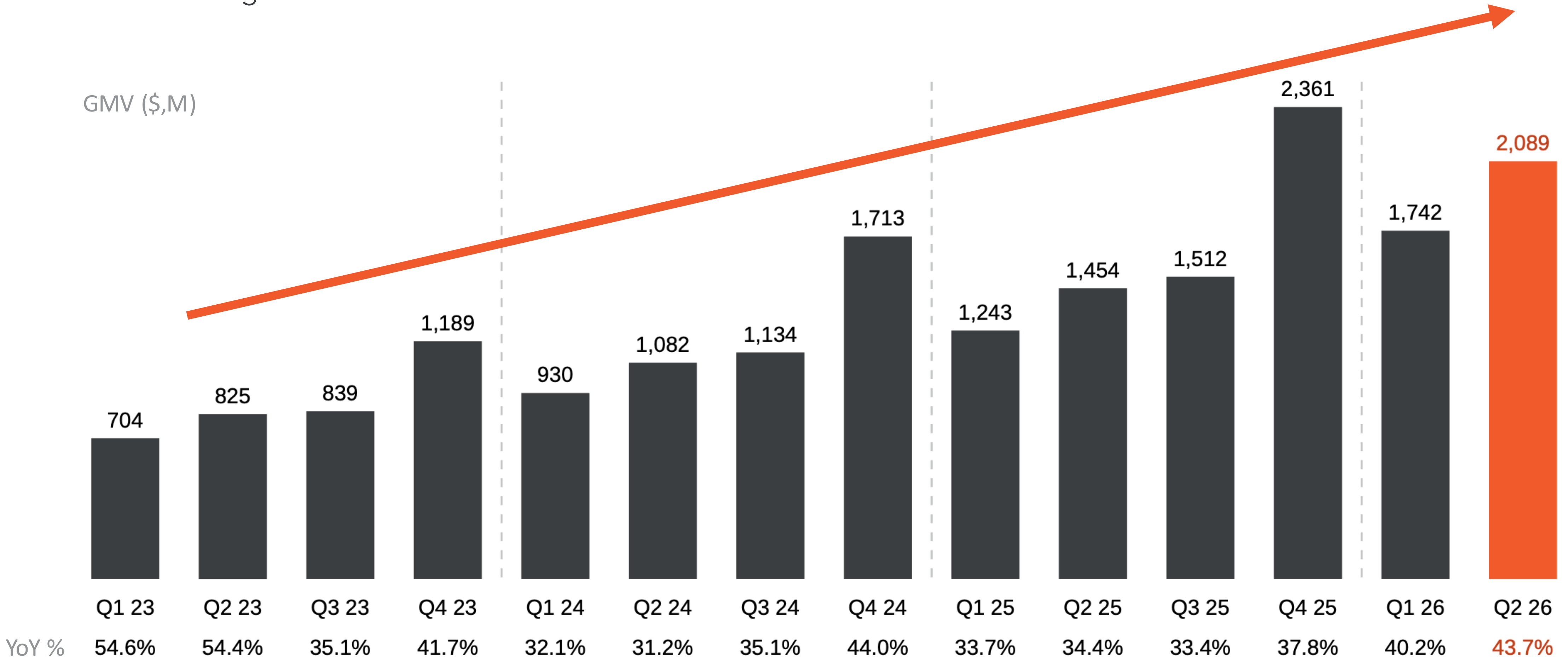
Disciplined cost management

Q2 2026 QUARTERLY FINANCIALS

Enabling our merchants to succeed globally *drives our own business success*

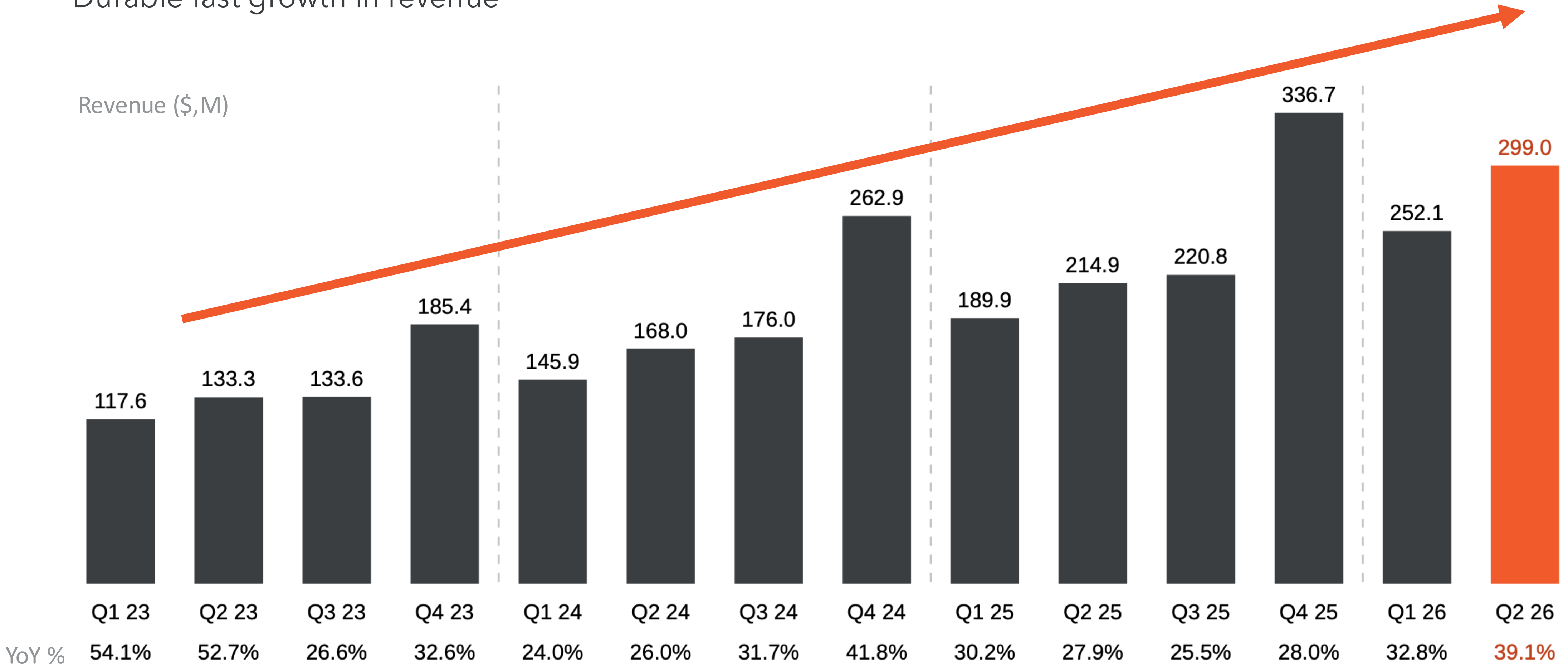
Our success-based business model puts merchants first

Durable fast growth in GMV



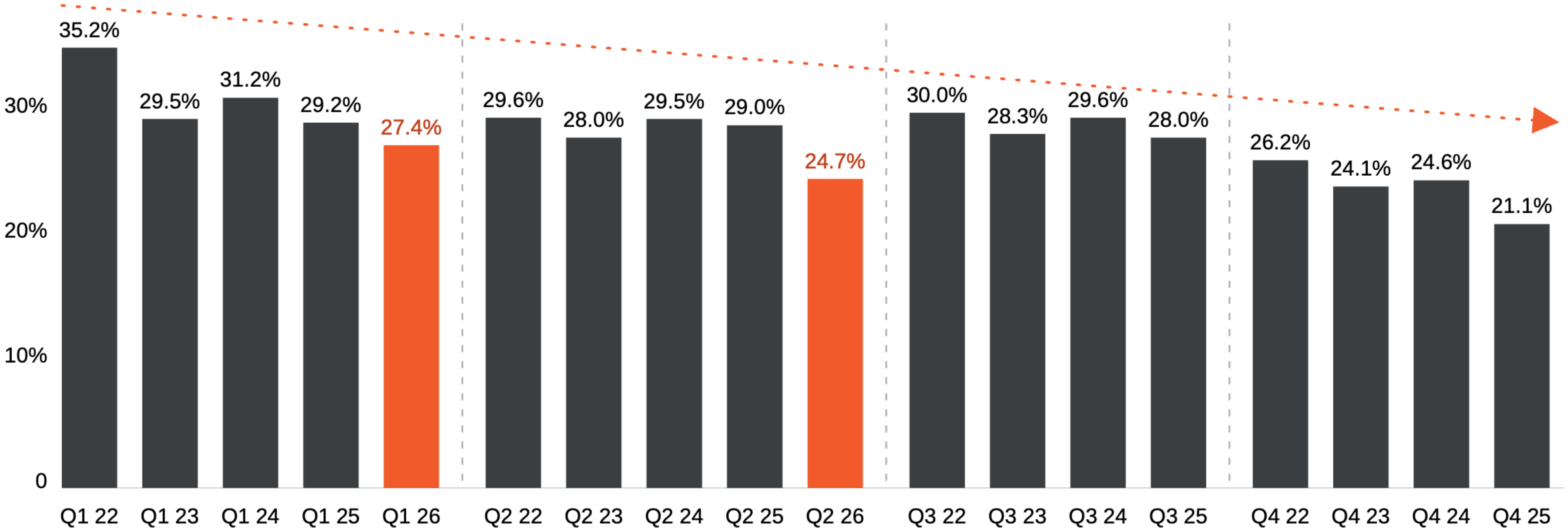
Our success-based business model puts merchants first

Durable fast growth in revenue



Consistent operational leverage

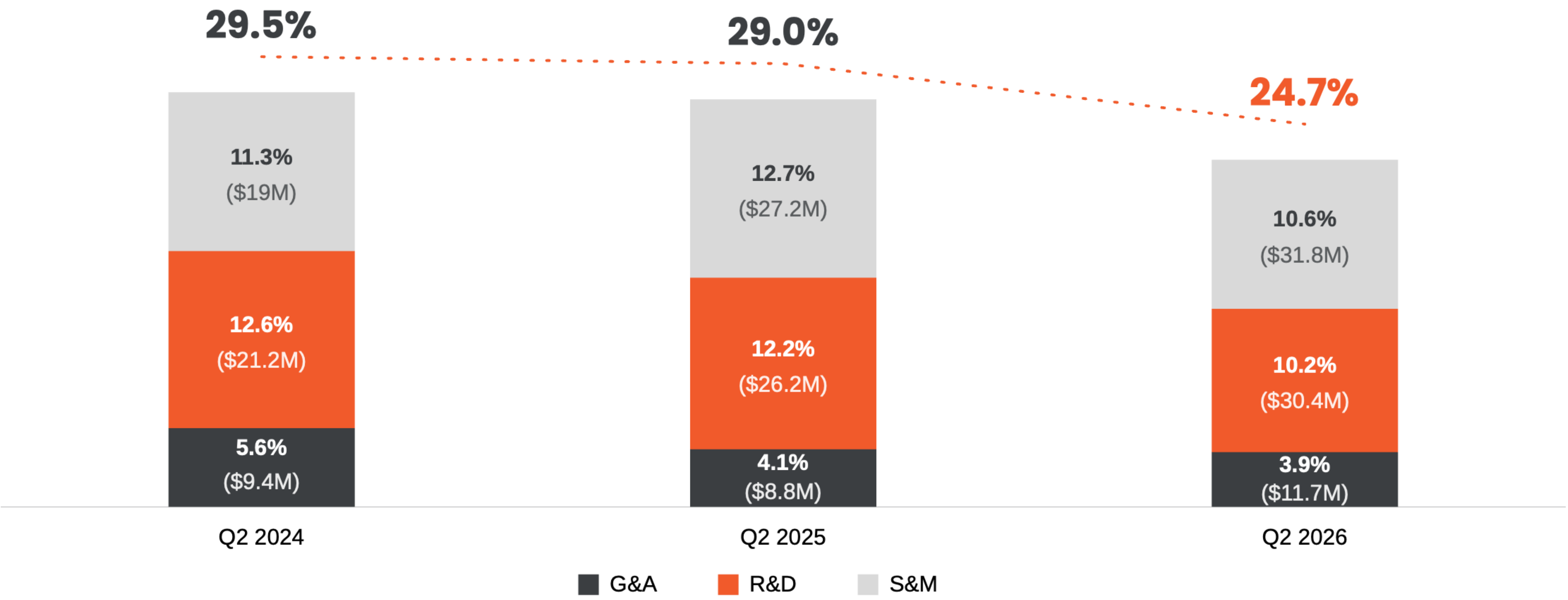
Total adjusted operational expense*



*Total operational expenses excluding SBC, amortization of intangible assets, amortization of commercial agreement assets, acquisition related expenses and merger related contingent consideration

Operational leverage achieved in parallel to our continued investment to support our long-term growth

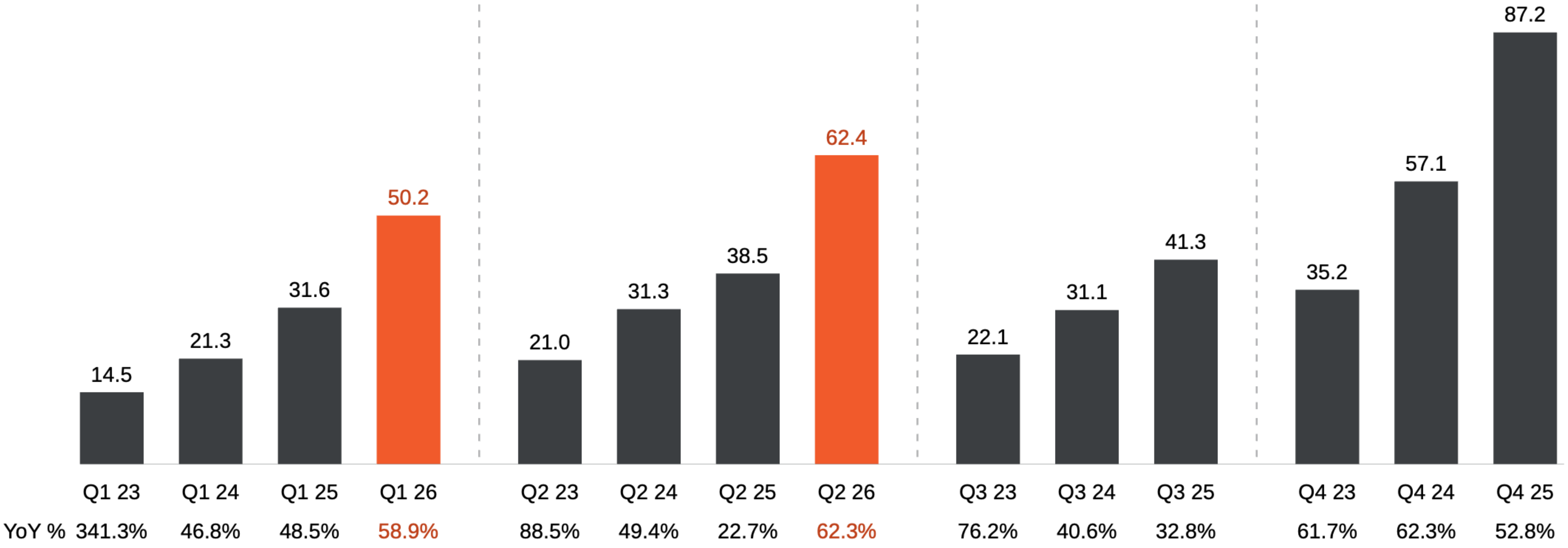
Total adjusted operational expense*



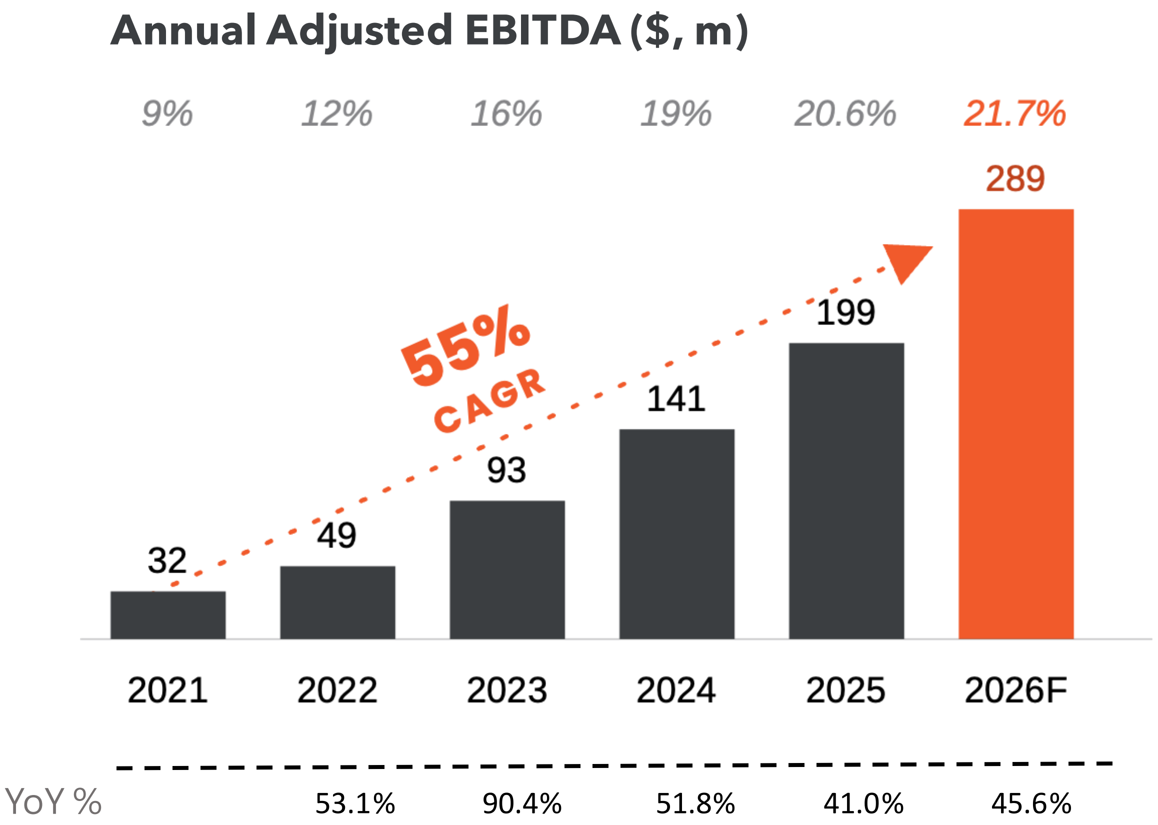
*Total operational expenses excluding SBC, amortization of intangible assets, amortization of commercial agreement assets, acquisition related expenses and merger related contingent consideration

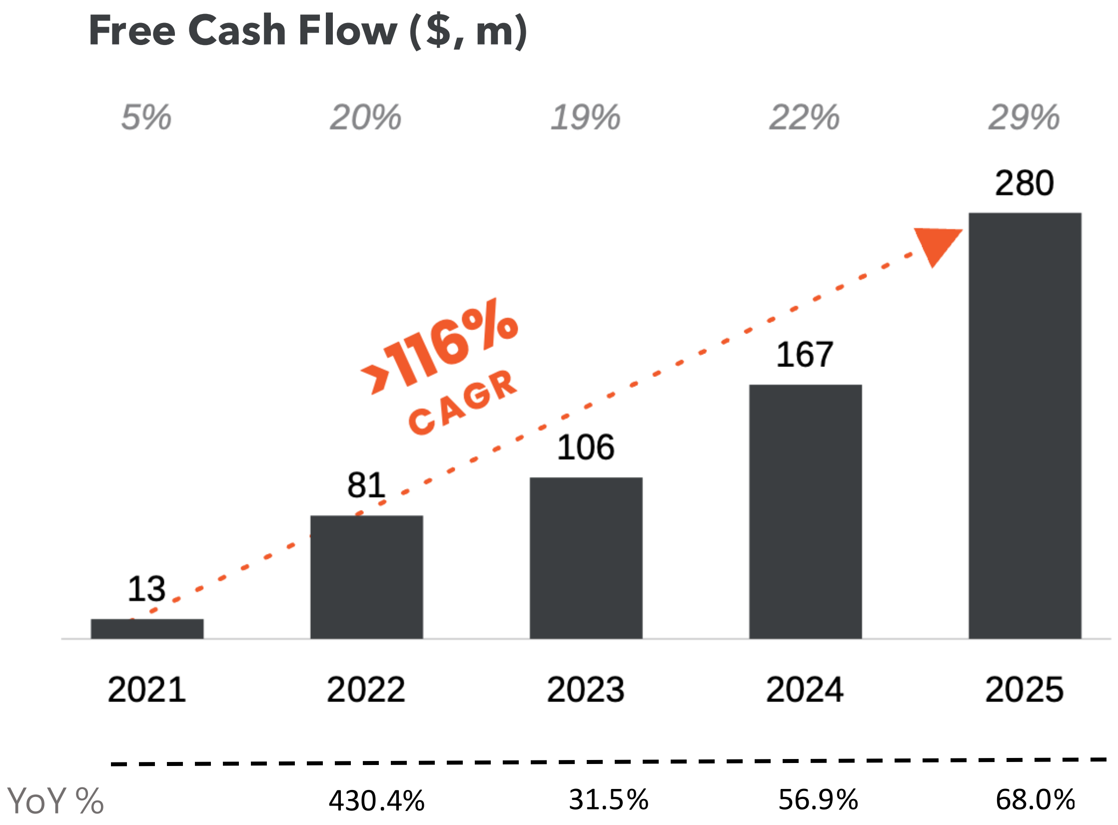
Fueling consistent growth in bottom line profitability

Quarterly Adj EBITDA ($,m)



Exceptional bottom line growth translated into strong FCF





THE JOURNEY HAS JUST BEGUN

As Global eCommerce continues to develop and grow, Global-e will be there building solutions to enable our merchants to simply trade *the Right Way*

Appendix

Supplementary materials

Non-GAAP Financial Measures and Key Operating Metrics

To supplement Global-e's financial information presented in accordance with generally accepted accounting principles in the United States of America, or GAAP, Global-e considers certain financial measures and key performance metrics that are not prepared in accordance with GAAP.

Global-e also uses Gross Merchandise Value (GMV) as a key operating metric. Gross Merchandise Value or GMV is defined as the combined amount we collect from the shopper and the merchant for all components of a given transaction, including products, duties and taxes and shipping.

The key performance indicators and non-GAAP financial measures are used, in conjunction with GAAP measures, by management and our board of directors to assess our performance, including the preparation of Global-e's annual operating budget and quarterly forecasts, for financial and operational decision-making, to evaluate the effectiveness of Global-e's business strategies, and as a means to evaluate period-to-period comparisons. These measures are frequently used by analysts, investors and other interested parties to evaluate companies in our industry. We believe that these non-GAAP financial measures are appropriate measures of operating performance because they remove the impact of certain items that we believe do not directly reflect our core operations, and permit investors to view performance using the same tools that we use to budget, forecast, make operating and strategic decisions, and evaluate historical performance.

Global-e's definition of Non-GAAP measures may differ from the definition used by other companies and therefore comparability may be limited. In addition, other companies may not publish these metrics or similar metrics. Furthermore, these metrics have certain limitations in that they do not include the impact of certain expenses that are reflected in our consolidated statement of operations that are necessary to run our business. Thus, Non-GAAP measures should be considered in addition to, not as substitutes for, or in isolation from, measures prepared in accordance with GAAP.

For more information on the non-GAAP financial measures, please see the reconciliation tables provided below. The Company is unable to provide a reconciliation of Adjusted EBITDA to Net Profit (Loss), its most directly comparable GAAP financial measure, on a forward-looking basis without unreasonable effort because items that impact this GAAP financial measure are not within the Company's control and/or cannot be reasonably predicted. Such information may have a significant, and potentially unpredictable impact on the Company's future financial results.

Definitions

Non-GAAP gross profit, which Global-e defines as gross profit adjusted for amortization of acquired intangibles included in cost of revenue. Non-GAAP gross margin is calculated as Non-GAAP gross profit divided by revenues

Adjusted EBITDA, which Global-e defines as net profit (loss) adjusted for income tax (benefit) expenses, financial expenses (income), net, stock-based compensation expenses, depreciation and amortization, commercial agreement asset amortization, amortization of acquired intangibles, and merger-related contingent consideration. Adjusted EBITDA margin is calculated as Adjusted EBITDA divided by revenue.

Non-GAAP net profit, which Global-e defines as net profit adjusted for stock-based compensation, commercial agreement asset amortization, amortization of acquired intangibles, and merger-related contingent consideration.

Non-GAAP net profit per share, which Global-e defines as Non-GAAP net profit divided by GAAP weighted-average shares outstanding, basic and diluted.

Free Cash Flow, which Global-e defines as net cash provided by (used in) operating activities less the purchase of property and equipment.

Free Cash Flow Margin is calculated as Free Cash Flow divided by revenue.

Gross Dollar Retention ("GDR") - to calculate the Gross Dollar Retention Rate for a particular quarter, we first calculate the total seasonality adjusted annualized GMV for that quarter. We then calculate the value of GMV from any merchants who discontinued their use of our platform during that quarter, or churned, based on their total GMV from the four quarters preceding such quarter, which we refer to as churned GMV. We then divide (a) the churned GMV by (b) the total seasonality adjusted annualized GMV to calculate the percentage churn for that quarter. Gross Dollar Retention Rate for a particular year is calculated by aggregating the percentage churn of the four quarters within that year and subtracting the result from 100%.

Net Dollar Retention ("NDR") rate for a given period is calculated by dividing the GMV in that period by the GMV in the comparable period in the prior year, in each case, from merchants that processed transactions on our platforms in the earlier of the two periods. Our Net Dollar Retention Rate therefore includes the effect on GMV of any merchant renewals, expansion, contraction and churn but excludes the effect of revenue from merchants that contributed to our GMV in the current period but not in the earlier period.

Reconciliation of Non-GAAP financial measures

Non-GAAP Gross Profit

(USD IN THOUSANDS)	FY-20	FY-21	FY-22	FY-23	FY-24	FY-25
Gross profit	43.5	91.4	158.2	233.6	339.4	436.2
Amortization of acquired intangibles included in cost of revenue	0	0	9.7	11.2	10.0	9.5
Non-GAAP gross profit	**43.5**	**91.4**	**167.9**	**244.8**	**349.4**	**445.8**
Non-GAAP gross margin	**31.9%**	**37.3%**	**41.1%**	**42.9%**	**46.4%**	**46.3%**

Reconciliation of Non-GAAP financial measures

Adjusted EBITDA

(USD IN THOUSANDS)	FY-20	FY-21	FY-22	FY-23	FY-24	FY-25
Net profit (loss)	3,914	(74,933)	(195,405)	(133,805)	(75,548)	68,270
Income tax (benefit) expenses	160	705	(6,012)	2,008	(3,845)	2,229
Financial expenses (income), net	4,339	8,570	12,093	(5,262)	11,465	1,171
Stock based compensation						
COGS	10	85	262	639	929	1,044
R&D	507	4,192	21,970	26,266	17,291	17,325
S&M	442	1,287	3,877	4,259	5,836	6,386
G&A	2,997	6,437	12,800	13,796	15,102	14,590
Depreciation and amortization	235	331	1,585	1,788	2,131	2,323
Commercial agreement asset amortization	–	84,298	149,047	150,451	148,594	65,996
Amortization of acquired intangibles	–	–	27,833	20,434	18,812	18,660
Secondary offering costs	–	879	–	–	–	–
Merger related contingent consideration	–	–	12,161	12,161	–	210
Merger and acquisition related costs	–	573	8,492	–	–	325
Adjusted EBITDA	**12,604**	**32,424**	**48,703**	**92,735**	**140,767**	**198,529**
Adjusted EBITDA margin	**9.2%**	**13.2%**	**11.9%**	**16.3%**	**18.7%**	**20.6%**

Reconciliation of Non-GAAP financial measures

Free cash flow

(USD IN THOUSANDS)	FY-20	FY-21	FY-22	FY-23	FY-24	FY-25
Net cash provided (used) in operating activities	29,350	18,151	89,328	108,222	169,393	283,782
Purchases of property and equipment	(456)	(2,883)	(8,352)	(1,741)	(2,335)	(3,099)
Free cash flow	**28,894**	**15,268**	**80,976**	**106,481**	**167,058**	**280,683**
Free cash flow margin	**21.2%**	**6.2%**	**19.8%**	**18.7%**	**22.2%**	**29.2%**

Reconciliation of Non-GAAP financial measures

Adjusted operational expenses

(USD IN THOUSANDS)	FY-20	FY-21	FY-22	FY-23	FY-24	FY-25
R&D Expenses	15,400	29,761	81,206	97,568	105,487	122,755
SBC, related to R&D	507	4,192	21,969	26,265	17,291	17,325
R&D, excl. SBC	**14,893**	**25,569**	**59,237**	**71,303**	**88,196**	**105,430**
S&M Expenses	9,838	104,687	206,100	217,035	250,661	190,136
SBC, related to S&M	442	1,287	3,877	4,259	5,836	6,387
Intangible assets amortization (included in S&M)	–	–	18,099	9,253	8,818	9,149
Commercial agreement asset amortization	–	84,298	149,047	150,451	148,594	65,996
S&M, excl. SBC, amortization of intangibles and commercial agreement asset	**9,396**	**19,102**	**35,077**	**53,072**	**87,413**	**108,604**
G&A Expenses	9,822	22,643	60,196	56,059	51,213	51,688
SBC, related to G&A	2,997	6,437	12,800	13,796	15,102	14,590
Merger and acquisition costs	–	573	8,491	–	–	325
Merger related contingent consideration	–	–	12,161	12,161	–	210
Secondary offering costs	–	879	–	–	–	–
G&A, excl. SBC, merger and acquisition costs, merger related contingent consideration, secondary offering costs	**6,825**	**14,754**	**26,744**	**30,102**	**36,111**	**36,563**
Adjusted operational expenses	**31,114**	**59,425**	**121,058**	**154,477**	**211,720**	**250,597**
Adjusted operational expenses as percentage of revenue	**22.8%**	**24.2%**	**29.6%**	**27.1%**	**28.1%**	**26.0%**

Global-e

Thank You

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Global-e Investor Relations

Alan Katz

IR@global-e.com