UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 8-K

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

Date of Report (Date of earliest event reported): November 9, 2022

MARQETA, INC.

(Exact name of registrant as specified in its charter)

Delaware

(State or other jurisdiction of incorporation)

001-40465

(Commission File Number) 27-4306690

(IRS Employer Identification No.)

180 Grand Avenue, 6th Floor Oakland, California 94612

(Address of principal executive offices, including zip code)

Registrant's telephone number, including area code: (888) 462-7738

N/A

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

□ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

□ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

□ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

□ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

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

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

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company \boxtimes

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.

Item 2.02 Results of Operations and Financial Condition.

On November 9, 2022, Marqeta, Inc. issued a press release announcing its financial results for the quarter ended September 30, 2022. A copy of the press release is furnished as Exhibit 99.1 to this current report on Form 8-K and is incorporated herein by reference.

The information furnished pursuant to this Item 2.02, including Exhibit 99.1, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that section, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as expressly set forth by specific reference in such a filing.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits

Exhibit Number	Description
99.1	Press release issued by Margeta, Inc., dated November 9, 2022.
104	Cover Page Interactive Data File (embedded within the Inline XBRL document).

SIGNATURE

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 hereunto duly authorized.

Date: November 9, 2022

MARQETA, INC.

/s/ Michael (Mike) Milotich

Michael (Mike) Milotich Chief Financial Officer



MARQETA REPORTS THIRD QUARTER NET REVENUE INCREASE OF 46 PERCENT YEAR OVER YEAR, HIGHLIGHTING NEW PLATFORM EXPANSION AND GLOBAL CUSTOMER MOMENTUM

The global modern card issuer generated net revenue of \$192 million in the third quarter of 2022, up 46 percent year-over-year, and 54 percent growth in third quarter total processing volume.

OAKLAND, Calif. – November 9, 2022 - **Marqeta, Inc. (NASDAQ: MQ**), the global modern card issuing platform, today reported financial results for the third quarter ended September 30, 2022. Total processing volume (TPV) was \$42 billion, with net revenue of \$192 million. Gross profit was \$80 million, an increase of 36% year over year, resulting in a gross margin of 42%. GAAP net loss was \$53 million and Adjusted EBITDA loss was \$14 million.

"This recent quarter serves as a great example of our continued success and the tremendous market opportunity in front of Marqeta. We signed innovative new customers in both the United States and Europe, we expanded our platform with the launch of new banking capabilities to complement our leadership in modern card issuing, and increased the global utility of our platform with our European data residency program," said Jason Gardner, Founder and CEO of Marqeta.

Recent Business Updates:

Marqeta highlighted several recent business updates that demonstrate its current business momentum:

- Marqeta announced the launch of Marqeta for Banking, a portfolio of seven banking products, continuing the expansion of its modern card issuing platform. Marqeta for Banking provides customers with a full set of account, ACH, instant funding and direct deposit products offered through Marqeta's bank partners, enabling its customers to build complete banking products for their end users on the company's platform.
- Marqeta announced its new data residency offering in Europe, providing additional safeguards to store the most sensitive elements of its European customers' personal data on European data servers.
- Marqeta announced a new partnership with Raiffeisen Centrobank, to power its Raiffeisen Digital Bank, enabling customers in Poland and Romania to leverage a modern, comprehensive banking experience with streamlined digital accounts and debit cards.
- Marqeta continued to be the card platform of choice for innovators looking to launch new card programs at scale, including the new Blockchain.com Visa card where user's utilize available cryptocurrency balance to fund purchases in fiat currency, the new Uber Pro card, alongside Branch, and part of an ecosystem of partners working with Stash on its Stash Core banking system and upgraded Stock-Back® Debit Mastercard®.

Operating Highlights

In thousands, except percentages and per share data. % change is calculated over the comparable prior-year period (unaudited)		Three Months Er	eptember 30,	%							
	2022			2021	[%] Change		2022		2021	% Change	
Financial metrics:											
Net revenue	\$	191,621	\$	131,512	46%	\$	544,401	\$	361,761	50%	
Gross profit	\$	80,102	\$	59,074	36%	\$	232,877	\$	155,906	49%	
Gross margin		42 %	,	45 %			43 %	;	43 %		
Total operating expenses		\$139,598		\$104,712	33%		\$388,362		\$280,181	49%	
Net loss		(\$53,168)		(\$45,730)	(16)%		(\$158,454)		(\$127,122)	(25)%	
Net loss margin		(28)%	,	(35)%			(29)%		(35)%		
Net loss per share - basic and diluted		(\$0.10)		(\$0.08)	(25)%		(\$0.29)		(\$0.42)	31%	
Key operating metric and Non-GAAP inancial measures:											
Total Processing Volume (TPV) (in millions) ¹	\$	42,473	\$	27,569	54%	\$	119,556	\$	78,087	53%	
Adjusted EBITDA ²		(\$13,631)		(\$4,939)	(176)%		(\$34,308)		(\$13,928)	(146)%	
Adjusted EBITDA margin ²		(7)%		(4)%			(6)%	ò	(4)%		
Non-GAAP operating expenses ²	\$	93,733	\$	64,013	46%	\$	267,185	\$	169,834	49%	

¹ TPV represents the total dollar amount of payments processed through our platform, net of returns and chargebacks. We believe that TPV is a key indicator of the market adoption of our platform, growth of our brand, growth of our customers' businesses and scale of our business.

² See "Information Regarding Non-GAAP Measures" for definitions of Adjusted EBITDA, Adjusted EBITDA margin, and Non-GAAP operating expenses and the reconciliations of the net loss to Adjusted EBITDA, and of the total operating expenses to Non-GAAP operating expenses.

Third Quarter 2022 Financial Results:

Net revenue increased by \$60 million, or 46% year-over-year, rising to \$192 million from \$132 million in the third quarter of 2021 resulting from a 54% increase in TPV year-over-year, partially offset by unfavorable changes in our card programs mix.

Gross profit increased by 36% year-over-year, rising to \$80 million from \$59 million in the third quarter of 2021 primarily due to our TPV growth. Gross margin was 42% in the third quarter of 2022.

Net loss increased by \$7 million to \$53 million in the quarter. Our increase in gross profit was offset by increases in compensation, benefits and technology expenses as we continued our investment in our people and platform.

Total Processing Volume increased by 54% year-over-year, rising to \$42 billion from \$28 billion in the third quarter of 2021.

Adjusted EBITDA in the third quarter of 2022 was (\$14) million. Adjusted EBITDA margin was (7%) in the third quarter of 2022.

Financial Guidance

The following summarizes Margeta's guidance for the fourth guarter of 2022:

	Fourth Quarter 2022
Net Revenue Growth	29 - 31%
Gross Profit Margin	42 - 43%
Adjusted EBITDA Margin ⁽¹⁾	Negative 5 - 6%
(1) See "Information Reporting Nen CAAD Measures" for the definition of Adjusted EPITDA and for inform	ation regarding non availability of a forward reconstilution

(1) See "Information Regarding Non-GAAP Measures" for the definition of Adjusted EBITDA and for information regarding non-availability of a forward reconciliation.

Conference Call

Marqeta will host a live conference call today at 1:30 p.m. Pacific time (4:30 p.m. Eastern time). To join the call, please dial-in 10 minutes in advance: toll-free at 1-877-407-4018 or direct at 1-201-689-8471. The conference call will also be available live via webcast online at http://investors.marqeta.com.

The telephone replay dial-in numbers are 1-844-512-2921 and 1-412-317-6671 and will be available until November 23, 2022, 8:59 p.m. Pacific time (11:59 p.m. Eastern time). The confirmation code for the replay is 13733567.

Forward-Looking Statements

This press release contains "forward-looking statements" within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements expressed or implied in this press release include, but are not limited to, statements relating to Margeta's guarterly guidance; statements regarding Margeta's business plans, business strategy and the continued success and growth of our customers; statements and expectations regarding Margeta's partnerships, new product introductions, and product capabilities; and statements made by Margeta' Founder and CEO. Actual results may differ materially from the expectations contained in these statements due to risks and uncertainties, including, but not limited to, the following: the effect of uncertainties related to the global COVID-19 pandemic and other public health emergencies on U.S. and global economies, our business, results of operations, financial condition, demand for our platform, sales cycles and customer retention; the risk that Margeta is unable to further attract, retain, diversify, and expand its customer base; the risk that Margeta is unable to drive increased TPV on its platform; the risk that consumers and customers will not perceive the benefits of Marqeta's products as Marqeta expects; the risk that Marqeta's technology platform, including hosted solutions, do not operate as intended resulting in system outages; the risk that Margeta will not be able to achieve the cost structure that Margeta currently expects; the risk that Margeta's solution will not achieve the expected market acceptance; the risk that competition could reduce expected demand for Marqeta's services; the risk that changes in the regulatory landscape adversely affects the gross interchange or other revenue Margeta earns or adversely affects the bank and network costs Margeta incurs; the risk that Margeta may be unable to maintain relationships with Issuing Banks and Card Networks; general economic conditions in either domestic or international markets, including inflation and recessionary fears, conditions resulting from geopolitical uncertainty and instability or war, including, the direct and indirect effects of the significant military action against Ukraine launched by Russia on U.S. and global economies, our business, results of operations, financial condition, and demand for our platform; and the risk that Margeta may be subject to additional risks such as inflation or currency fluctuations due to its international business activities. Detailed information about these risks and other factors that could potentially affect Margeta's business, financial condition and results of operations are included in the "Risk Factors" disclosed in Margeta's Annual Report on Form 10-K for the year ended December 31, 2021, as such risk factors may be updated from time to time in Margeta's periodic filings with the SEC, available at www.sec.gov and Marqeta's website at http://investors.marqeta.com.

The forward-looking statements in this press release are based on information available to Marqeta as of the date hereof. Marqeta disclaims any obligation to update any forward-looking statements, except as required by law.

Disclosure Information

Investors and others should note that Marqeta announces material financial information to its investors using its investor relations website, SEC filings, press releases, public conference calls and webcasts. Marqeta also uses social media to communicate with its customers and the public about Marqeta, its products and services and other matters relating to its business and market. It is possible that the information Marqeta posts on social media could be deemed to be material information. Therefore, Marqeta encourages investors, the media, and others interested in Marqeta to review the information we post on social media channels including the Marqeta Twitter feed (@Marqeta), the Marqeta Instagram page (@lifeatmarqeta), the Marqeta Facebook page, and the Marqeta LinkedIn page. These social media channels may be updated from time to time.

Use of Non-GAAP Financial Measures

Reconciliations of non-GAAP financial measures to the most directly comparable financial results as determined in accordance with GAAP are included at the end of this press release following the accompanying financial data. For a description of these non-GAAP financial measures, including the reasons management uses each measure, please see the section of the tables titled "Information Regarding Non-GAAP Financial Measures".

About Marqeta, Inc.

Marqeta's modern card issuing platform empowers its customers to create customized and innovative payment cards. Marqeta's modern architecture gives its customers the ability to build more configurable and flexible payment experiences, accelerating time-to-market and democratizing access to card issuing technology. Marqeta's open APIs provide instant access to highly scalable, cloud-based payment infrastructure that enables customers to launch and manage their own card programs, issue cards and authorize and settle payment transactions. Marqeta is headquartered in Oakland, California and is certified to operate in 40 countries globally.

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Marqeta® is a registered trademark of Marqeta, Inc.

IR Contact: Margeta Investor Relations, IR@margeta.com

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

	Т	hree Months En	September 30,	Nine Months End	September 30,		
		2022		2021	2022		2021
Net revenue	\$	191,621	\$	131,512	\$ 544,401	\$	361,761
Costs of revenue		111,519		72,438	311,524		205,855
Gross profit		80,102		59,074	 232,877		155,906
Operating expenses:							
Compensation and benefits		105,887		84,462	304,103		229,121
Technology		13,422		9,299	37,960		22,494
Professional services		6,620		4,704	17,184		12,731
Occupancy		1,125		1,091	3,388		3,083
Depreciation and amortization		935		786	2,834		2,567
Marketing and advertising		688		490	2,133		1,480
Other operating expenses		10,921		3,880	 20,760		8,705
Total operating expenses		139,598		104,712	388,362		280,181
Loss from operations		(59,496)		(45,638)	 (155,485)		(124,275)
Other income (expense), net		6,333		(57)	(3,542)		(2,706)
Loss before income tax expense		(53,163)		(45,695)	 (159,027)		(126,981)
Income tax expense (benefit)		5		35	(573)		141
Net loss	\$	(53,168)	\$	(45,730)	\$ (158,454)	\$	(127,122)
Net loss per share attributable to common stockholders, basic and diluted	\$	(0.10)	\$	(0.08)	\$ (0.29)	\$	(0.42)
Weighted-average shares used in computing net loss per share attributable to common stockholders, basic and diluted		548,990,212		538,896,513	 545,614,599		302,967,155

Marqeta, Inc. Condensed Consolidated Balance Sheets (in thousands)

	5	September 30, 2022	December 31, 2021
		(unaudited)	
Assets			
Current assets:			
Cash and cash equivalents	\$	1,204,857	\$ 1,247,581
Restricted cash		7,800	7,800
Marketable securities		441,132	452,875
Accounts receivable, net		12,800	13,187
Settlements receivable, net		10,350	11,266
Network incentives receivable		27,063	30,399
Prepaid expenses and other current assets		38,930	35,617
Total current assets		1,742,932	 1,798,725
Property and equipment, net		8,030	9,687
Operating lease right-of-use assets, net		9,607	11,296
Equity method investment		7,843	8,384
Other assets		6,043	2,286
Total assets	\$	1,774,455	\$ 1,830,378
Liabilities and stockholders' equity			
Current liabilities			
Accounts payable	\$	2,741	\$ 2,693
Revenue share payable		116,095	121,179
Accrued expenses and other current liabilities		131,398	114,096
Total current liabilities		250,234	 237,968
Operating lease liabilities, net of current portion		9,928	12,427
Other liabilities		1,955	6,557
Total liabilities		262,117	 256,952
Stockholders' equity :			
Preferred stock		_	_
Common stock		54	54
Additional paid-in capital		2,098,764	1,993,055
Accumulated other comprehensive loss		(10,573)	(2,230)
Accumulated deficit		(575,907)	(417,453)
Total stockholders' equity	-	1,512,338	 1,573,426
Total liabilities and stockholders' equity	\$	1,774,455	\$ 1,830,378

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

Net loss \$ (158,454) \$ (127,122) Adjustments to reconcile net loss to net cash provided by operating activities:		Ni	Nine Months Ended				
Net loss \$ (158,454) \$ (127,122) Adjustments to reconcile net loss to net cash provided by operating activities:			2022	2021			
Adjustments to reconcile net loss to net cash provided by operating activities: 2.834 2.565 Depreciation and amortization 2.834 2.565 Share-based compensation expense 116,662 105,893 Non-cash operating leases expense 16,699 1,673 Amortization of premium on marketable securities 449 974 Impairment of other financial instruments 116,616 - Other 445 2,999 Changes in operating assets and liabilities: 271 974 Accounts receivable 3,336 (20,000 Prepaid expenses and other assets (11,596) (6,088 Accounts receivable 3,336 (20,000 Prepaid expenses and other liabilities 3,314 34,033 Operating lease liabilities (2,231) (2,141) Net cash (used in) provided by operating activities (2,231) (2,141) Purchases of patents (600) - Purchases of patents (600) - Purchases of patents (2,600) 14,688 Net cash (used in) provided by investing activities (2,241) (2,2452) Purchases	Cash flows from operating activities:						
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Share-based compensation expense 115,662 105,893 Non-cash operating leases expense 1,689 1,573 Amotization of premium on marketable securities 449 977 Impairment of other financial instruments 11,616 Other 445 2,999 Changes in operating assets and liabilities: 445 2,999 Accounts receivable 916 (2,584 Network incentives receivable 3,336 (20,002 Accounts payable (81) 288 Accounts payable (80) 288	Adjustments to reconcile net loss to net cash provided by operating activities:						
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Accounts payable(891)282Revenue share payable(5,084)9,992Accrued expenses and other liabilities(3,144)34,033Operating lease liabilities(2,231)(2,147Net cash (used in) provided by operating activities(27,894)1,355Cash flows from investing activities:(1,700)(2,251)Purchases of property and equipment(1,700)(2,251)Purchases of patents(600)-Purchases of marketable securities(21,660)(375,085)Maturities of marketable securities24,900114,688Net cash (used in) provided by investing activities:940(262,652)Proceeds from financing activities:-1,319,800Proceeds from initial public offering, net of underwriters' discounts and commissions-1,319,800Proceeds from exercise of stock options, including early exercised stock options5,7332,799Proceeds from exercise of varrants-660Proceeds from shares issued in connection with employee stock purchase plan2,775-Paxes paid related to net share settlement of restricted stock units(11,576)(18,446Repurchases of common stock(12,702)-(3,132)Net cash (used in) provided by financing activities-(3,132)Net cash (used in) provided by financing activities(15,770)1,301,080Net cash (used in) provided by financing activities-(3,132)Net cash (used in) provided by financing activities-(3,132)Net cash	Network incentives receivable		3,336	(20,00)			
Revenue share payable(5,084)9.992Accrued expenses and other liabilities13,14434,033Operating lease liabilities(2,231)(2,147Net cash (used in) provided by operating activities(27,894)1,353Cash flows from investing activities:(600)-Purchases of property and equipment(1,700)(2,251)Purchases of marketable securities(21,660)(375,085)Maturities of marketable securities24,900114,685Net cash (used in) provided by investing activities:940(262,652)Proceeds from financing activities:940(262,652)Proceeds from exercise of stock options, including early exercised stock options5,7332,799Proceeds from exercise of stock options, including early exercised stock options5,7332,799Proceeds from exercise of warrants-660-Proceeds from exercise of stock options with employee stock purchase plan2,775-Proceeds from shares issued in connection with employee stock purchase plan2,775-Proceeds from shares issued in connection with employee stock units(11,576)(18,448)Repurchases of common stock(12,702)Payment of deferred offering costs-(3,132)Net cash (used in) provided by financing activities(15,770)1,301,080Net (decrease) increase in cash, cash equivalents, and restricted cash(42,724)1,039,780Cash, cash equivalents, and restricted cash(42,724)1,039,780Net (decrea	Prepaid expenses and other assets		(11,596)	(6,08			
Revenue share payable(5,084)9,992Accrued expenses and other liabilities13,14434,033Operating lease liabilities(2,231)(2,147Net cash (used in) provided by operating activities(27,894)1,353Cash flows from investing activities:(600)-Purchases of property and equipment(1,700)(2,251)Purchases of marketable securities(21,660)(375,085)Maturities of marketable securities244,9001144,683Net cash (used in) provided by investing activities:940(262,652)Cash flows from financing activities:940(262,652)Proceeds from exercise of stock options, including early exercised stock options5,7332,799Proceeds from exercise of stock options, with employee stock purchase plan2,775-Proceeds from shares issued in connection with employee stock purchase plan2,775-Proceeds from exercise of stock options of constructed stock units(11,576)(18,448)Repurchases of common stock-6(3,132)-Payment of deferred offering costs(3,132)Net cash (used in) provided by financing activities, and restricted cash(42,724)1,039,787Cash, cash equivalents, and restricted cash(42,724)1,039,787Cash, cash equivalents, and restricted cash(42,724)1,039,787Cash, cash equivalents, and restricted cash(42,724)1,039,787Cash for an exercise of cash - Beginning of period1,255,381228,233	Accounts payable		(891)	28			
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Cash flows from investing activities:Purchases of property and equipment(1,700)(2,251)Purchases of patents(600)-Purchases of marketable securities(21,660)(375,086)Maturities of marketable securities24,900114,686Net cash (used in) provided by investing activities940(262,652)Cash flows from financing activities:-1,319,806Proceeds from ninitial public offering, net of underwriters' discounts and commissions-1,319,806Proceeds from exercise of stock options, including early exercised stock options5,7332,796Proceeds from shares issued in connection with employee stock purchase plan2,775-Taxes paid related to net share settlement of restricted stock units(11,576)(18,448Repurchases of common stock(12,702)Payment of deferred offering costs-(3,134)Net cash (used in) provided by financing activities(15,770)1,301,086Net (decrease) increase in cash, cash equivalents, and restricted cash(42,724)1,039,787Cash, cash equivalents, and restricted cash228,233228,233	Net cash (used in) provided by operating activities		(27,894)	1,35			
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Purchases of marketable securities(21,660)(375,089Maturities of marketable securities24,900114,688Net cash (used in) provided by investing activities940(262,652Cash flows from financing activities:940(262,652Proceeds from initial public offering, net of underwriters' discounts and commissions—1,319,809Proceeds from exercise of stock options, including early exercised stock options5,7332,799Proceeds from exercise of warrants—600Proceeds from shares issued in connection with employee stock purchase plan2,775—Taxes paid related to net share settlement of restricted stock units(11,576)(118,448Repurchases of common stock(12,702)—(3,134Net cash (used in) provided by financing activities(15,770)1,301,088Net (decrease) increase in cash, cash equivalents, and restricted cash(42,724)1,039,787Cash, cash equivalents, and restricted cash- Beginning of period1,255,381228,233	Purchases of property and equipment		(1,700)	(2,25)			
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Cash flows from financing activities:1,319,809Proceeds from initial public offering, net of underwriters' discounts and commissions—1,319,809Proceeds from exercise of stock options, including early exercised stock options5,7332,799Proceeds from exercise of warrants—60Proceeds from shares issued in connection with employee stock purchase plan2,775—Taxes paid related to net share settlement of restricted stock units(11,576)(18,448Repurchases of common stock(12,702)—(3,134Net cash (used in) provided by financing activities(15,770)1,301,086Net (decrease) increase in cash, cash equivalents, and restricted cash(42,724)1,039,787Cash, cash equivalents, and restricted cash- Beginning of period1,255,381228,233	Maturities of marketable securities		24,900	114,68			
Cash flows from financing activities:1,319,809Proceeds from initial public offering, net of underwriters' discounts and commissions—1,319,809Proceeds from exercise of stock options, including early exercised stock options5,7332,799Proceeds from exercise of warrants—60Proceeds from shares issued in connection with employee stock purchase plan2,775—Taxes paid related to net share settlement of restricted stock units(11,576)(18,448Repurchases of common stock(12,702)—(3,134Net cash (used in) provided by financing activities(15,770)1,301,086Net (decrease) increase in cash, cash equivalents, and restricted cash(42,724)1,039,787Cash, cash equivalents, and restricted cash- Beginning of period1,255,381228,233	Net cash (used in) provided by investing activities		940	(262.65)			
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Cash, cash equivalents, and restricted cash- Beginning of period 1,255,381 228,233							
	Cash, cash equivalents, and restricted cash - End of period	\$		\$ 1,268,02			

Marqeta, Inc. Financial and Operating Highlights (in thousands, except per share data or as noted) (unaudited)

			2022			20			
	 Third Quarter	s	econd Quarter	First Quarter		Fourth Quarter	Third Quarter	Year over Ye Change Q3'22 Q3'21	ear 2 vs
Operating performance:									
Net revenue	\$ 191,621	\$	186,678	\$ 166,102	\$	155,414	\$ 131,512	46	%
Costs of revenue	111,519		108,629	 91,376		79,615	 72,438	54	%
Gross profit	 80,102		78,049	 74,726		75,799	 59,074	36	%
Gross margin	 42 %		42 %	 45 %	_	49 %	 45 %	(3)) pps
Operating expenses:									
Compensation and benefits	105,887		97,868	100,348		88,995	84,462	25	%
Technology	13,422		13,154	11,384		11,143	9,299	44	%
Professional services	6,620		5,794	4,770		5,712	4,704	41	%
Occupancy and equipment	1,125		1,148	1,115		1,097	1,091	3	%
Depreciation and amortization	935		921	979		967	786	19	%
Marketing and advertising	688		886	559		804	490	40	%
Other operating expenses	10,921		4,995	4,843		4,811	3,880	181	%
Total operating expenses	 139,598		124,766	123,998		113,529	104,712	33	%
Loss from operations	 (59,496)		(46,717)	 (49,272)	_	(37,730)	 (45,638)	30	%
Other income (expense), net	6,333		1,802	(11,677)		142	(57)	n/m	
Loss before income tax expense	(53,163)		(44,915)	(60,949)		(37,588)	(45,695)	16	%
Income tax expense (benefit)	5		(227)	(351)		(781)	35	(86)) %
Net loss	\$ (53,168)	\$	(44,688)	\$ (60,598)	\$	(36,807)	\$ (45,730)	16	%
Loss per share - basic and diluted	\$ (0.10)	\$	(0.08)	\$ (0.11)	\$	(0.07)	\$ (0.08)	25	%
TPV (in millions)	\$ 42,473	\$	40,457	\$ 36,626	\$	33,046	\$ 27,569	54	%
Adjusted EBITDA	\$ (13,631)	\$	(10,225)	\$ (10,453)	\$	1,162	\$ (4,939)	176	%
Adjusted EBITDA margin	(7)%		(5)%	(6)%		1 %	(4)%	(3)) pps
Financial condition:									
Cash and cash equivalents	\$ 1,204,857	\$	1,220,273	\$ 1,197,257	\$	1,247,581	\$ 1,260,220	(4)) %
Restricted cash	\$ 7,800	\$	7,800	\$ 7,800	\$	7,800	\$ 7,800	_	%
Marketable securities	\$ 441,132	\$	444,873	\$ 447,046	\$	452,875	\$ 408,954	8	%
Total assets	\$ 1,774,455	\$	1,776,930	\$ 1,793,483	\$	1,830,378	\$ 1,783,142	_	%
Total liabilities	\$ 262,117	\$	242,373	\$ 249,851	\$	256,952	\$ 209,802	25	%
Stockholders' equity	\$ 1,512,338	\$	1,534,557	\$ 1,543,632	\$	1,573,426	\$ 1,573,340	(4)) %

pps = percentage points

n/m = not meaningful

Marqeta, Inc. Reconciliation of GAAP to NON-GAAP Measures (in thousands) (unaudited)

Information Regarding Non-GAAP Measures

In addition to the financial measures prepared in accordance with generally accepted accounting principles in the United States ("GAAP"), this press release contains certain non-GAAP financial measures. Marqeta considers Adjusted EBITDA, Adjusted EBITDA Margin, and Non-GAAP operating expenses as supplemental measures of the company's performance that are not required by, nor presented in accordance with GAAP.

We define Adjusted EBITDA as net income (loss) adjusted to exclude depreciation and amortization; share-based compensation expense; payroll tax related to share-based compensation; legal, financial, and tax due diligence costs related to potential acquisitions; income tax expense (benefit); and other expense (income) net, which consists of changes in the fair value of redeemable convertible preferred stock warrant liabilities (for periods prior to the IPO), realized foreign currency gains and losses, interest income from our marketable securities, our share of equity method investments' profit or loss, and impairment of equity method investments or other financial instruments. 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 certain annual employee bonus plans.

Adjusted EBITDA Margin is calculated as Adjusted EBITDA divided by net revenue. This measure is used by management and our board of directors to evaluate our operating efficiency.

We define Non-GAAP operating expenses as total operating expenses adjusted to exclude depreciation and amortization; share-based compensation expense; payroll tax related to share-based compensation; and legal, financial, and tax due diligence costs related to potential acquisitions.

Adjusted EBITDA, Adjusted EBITDA Margin, and Non-GAAP operating expenses should not be considered in isolation, or construed as an alternative to net loss, or any other performance measures derived in accordance with GAAP, or as an alternative to cash flow from operating activities or as a measure of the company's liquidity. In addition, other companies may calculate Adjusted EBITDA differently than Marqeta does, which limits its usefulness in comparing Marqeta's financial results with those of other companies.

The following table shows Marqeta's GAAP results reconciled to non-GAAP results included in this release:

	Tł	nree Months En	ded S	eptember 30,	Nine Months End	ded Se	eptember 30,
		2022		2021	 2022		2021
GAAP net revenue	\$	191,621	\$	131,512	\$ 544,401	\$	361,761
GAAP net loss	\$	(53,168)	\$	(45,730)	\$ (158,454)	\$	(127,122)
GAAP net loss margin		(28)%		(35)%	(29)%)	(35)%
GAAP total operating expenses	\$	139,598	\$	104,712	\$ 388,362	\$	280,181
GAAP net loss	\$	(53,168)	\$	(45,730)	\$ (158,454)	\$	(127,122)
Depreciation and amortization expense		935		786	2,834		2,567
Share-based compensation expense		43,509		38,965	115,662		105,893
Payroll tax expense related to share-based compensation		508		614	1,768		1,553
Due diligence costs related to potential acquisitions		913		334	913		334
Other expense (income), net		(6,333)		57	3,542		2,706
Income tax expense (benefit)		5		35	(573)		141
Adjusted EBITDA	\$	(13,631)	\$	(4,939)	\$ (34,308)	\$	(13,928)
Adjusted EBITDA Margin		(7)%		(4)%	(6)%	, <u> </u>	(4)%
GAAP Total operating expenses	\$	139,598	\$	104,712	\$ 388,362	\$	280,181
Depreciation and amortization expense		(935)		(786)	(2,834)		(2,567)
Share-based compensation expense		(43,509)		(38,965)	(115,662)		(105,893)
Payroll tax expense related to share-based compensation		(508)		(614)	(1,768)		(1,553)
Due diligence costs related to potential acquisitions		(913)		(334)	(913)		(334)
Non-GAAP operating expenses	\$	93,733	\$	64,013	\$ 267,185	\$	169,834

A reconciliation of Adjusted EBITDA to the comparable GAAP measure for the fourth quarter of 2022 is not available due to the challenges and impracticability with estimating some of the items as such items cannot be reasonably predicted and could be significant. Because of those challenges, reconciliations of such forward-looking non-GAAP financial measures are not available without unreasonable effort.