

Datadog - Q3 2024 Financial Report

Metric	Value
Revenue	\$709,136.00
Growth Rate	20.2%
Profit Margin	19.4%

****Datadog, Inc. – Q3 2024 Financial Results**** ****Executive Summary:**** Datadog delivered a strong Q3 2024, demonstrating continued growth and profitability in the dynamic monitoring and analytics market. Revenue exceeded expectations, driven by robust customer acquisition and expansion within our existing customer base. We maintained a disciplined approach to operational efficiency, allowing us to achieve healthy operating margins while continuing to invest in strategic growth initiatives. Our focus on providing a unified observability platform continues to resonate with customers seeking to manage increasingly complex IT environments.

****Revenue Performance:**** Total revenue for Q3 2024 was \$624 million, representing a 25% year-over-year increase. This growth was fueled by strength across all product lines, particularly in application performance monitoring (APM) and cloud security. Customers with annual recurring revenue (ARR) of \$100,000 or more grew to over 3,300, showcasing our success in attracting and retaining large enterprise clients. International revenue accounted for approximately 30% of total revenue, indicating continued expansion in key markets like EMEA and APAC.

****Key Business Highlights:**** During Q3, Datadog continued to innovate and expand our product offerings. We launched new AI-powered features designed to proactively identify and resolve performance bottlenecks, further reducing mean time to resolution (MTTR) for our customers. We also achieved FedRAMP High authorization for our platform, unlocking significant opportunities in the U.S. public sector. Furthermore, we expanded our partnerships with leading cloud providers, enhancing integration capabilities and expanding our reach within their respective ecosystems.

****Market Conditions and Competitive Landscape:**** The monitoring and analytics market remains highly competitive, with continued innovation from both established players and emerging startups. Organizations are increasingly adopting cloud-native architectures and microservices, driving demand for comprehensive observability solutions. We are confident that Datadog's unified platform, strong customer relationships, and relentless focus on innovation will allow us to maintain our leadership position in this market.

****Forward-Looking Statements and Guidance:**** Based on our strong Q3 performance and current market trends, we are raising our full-year 2024 revenue guidance to \$2.47 billion to \$2.48 billion. We remain committed to delivering sustainable, profitable growth and believe Datadog is well-positioned to capitalize on the long-term opportunities in the observability market. We anticipate continued investments in R&D; and sales & marketing to drive future growth and strengthen our competitive advantage.