

Octopus Deploy Q3 2025 Results

Third Quarter 2025 Financial Highlights:

- ARR ended at \$80.8 million, an increase of 14% year-over-year.
- Quarterly Billings were \$16.7 million compared to \$15.6 million in the same quarter last year.
- Quarterly free cash flow was \$(3.4) million (-20%) compared to \$(1.9) million (-12%) in the same quarter last year.

Third Quarter Highlights

- Enterprise Octopus Deploy Customers (50% of our ARR) continue to represent our ICP and grew 15% with GRR of 91%.
- As of September 30, 2025, we had 139 customers with ARR of \$100k, up from 130 the same time last year.
- In Q3 we released Platform Hub. With connected templates, enforceable policies, and centralized governance, Platform Hub helps teams define how software gets delivered across environments and teams, while giving developers the autonomy to move fast, safely.



Paul Stovell, CEO



Sammy Michaels, SVP Finance