



# INVESTOR BRIEFING

**APRIL 2021**

GEORGE KURTZ, CO-FOUNDER AND CEO  
BURT PODBERE, CHIEF FINANCIAL OFFICER

# SAFE HARBOR

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# FINANCIAL INFORMATION

## *Use of Non-GAAP Financial Measures*

In addition to our results determined in accordance with U.S. generally accepted accounting principles (“GAAP”), we believe non-GAAP measures used in this presentation, such as non-GAAP Gross Margins, Non-GAAP Operating Expenses and Free Cash Flow, are useful in evaluating our operating performance. We use such non-GAAP financial information to evaluate our ongoing operations and for internal planning and forecasting purposes. We believe that non-GAAP financial information, when taken collectively, may be helpful to investors because it provides consistency and comparability with past financial performance. However, non-GAAP financial information is presented for supplemental informational purposes only, has limitations as an analytical tool, and should not be considered in isolation or as a substitute for financial information presented in accordance with GAAP.

Other companies, including companies in our industry, may calculate similarly titled non-GAAP measures differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of our non-GAAP financial measures as tools for comparison. In addition, the utility of free cash flow as a measure of our financial performance and liquidity is limited as it does not represent the total increase or decrease in our cash balance for a given period.

Investors are encouraged to review the related GAAP financial measures and the reconciliation of these non-GAAP financial measures to their most directly comparable GAAP financial measures and not rely on any single financial measure to evaluate our business.

Please see the appendix included at the end of this presentation for a discussion of non-GAAP financial measures and a reconciliation of historical non-GAAP measures to historical GAAP measures.

## *Our Fiscal Year*

Our fiscal year end is January 31, and our fiscal quarters end on April 30, July 31, October 31, and January 31. Our fiscal years ended January 31, 2017, 2018, 2019, 2020, and 2021 are referred to herein as fiscal 2017, 2018, 2019, 2020, and 2021 respectively.



**THE JOURNEY IS  
JUST BEGINNING**

George Kurtz, Co-Founder and CEO

# CATEGORY-DEFINING CLOUD PLATFORMS

CRM  
Cloud



1999

Service  
Management  
Cloud

servicenow®

2004

HR  
Cloud



2005

Security  
Cloud



2011

**ACHIEVING**  
**\$ 1 BILLION ARR**

**ACHIEVING**  
**\$3 BILLION+ ARR**

# ACHIEVING \$3 BILLION+ ARR



INNOVATE



CAPTURE SECULAR  
TRENDS



EXPAND  
TAM



GAIN MARKET  
SHARE

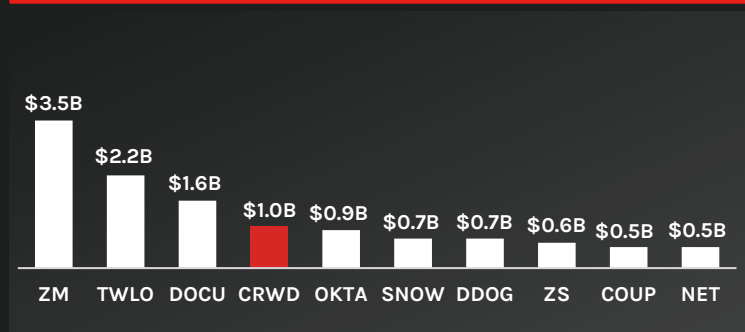


INCREASE  
WALLET SHARE

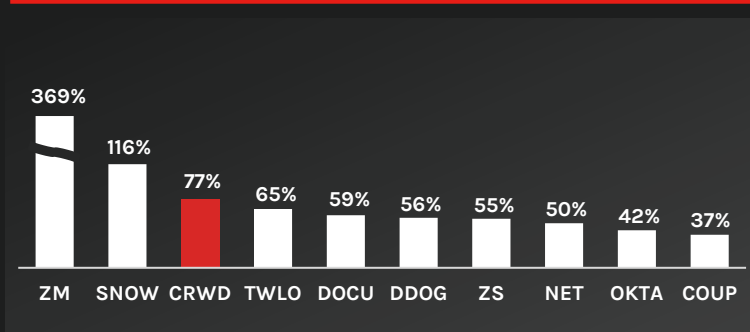


# RAPID & EFFICIENT GROWTH AT SCALE

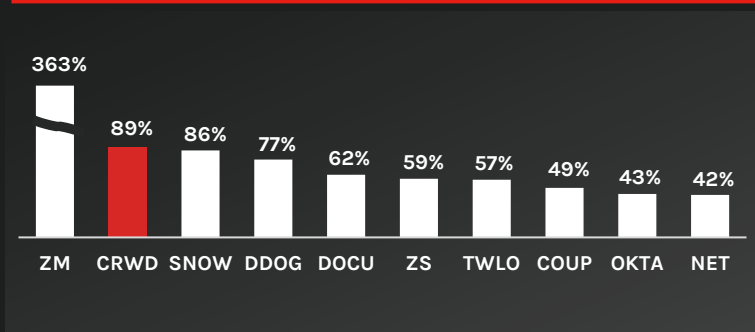
## Subscription Revenue Run Rate



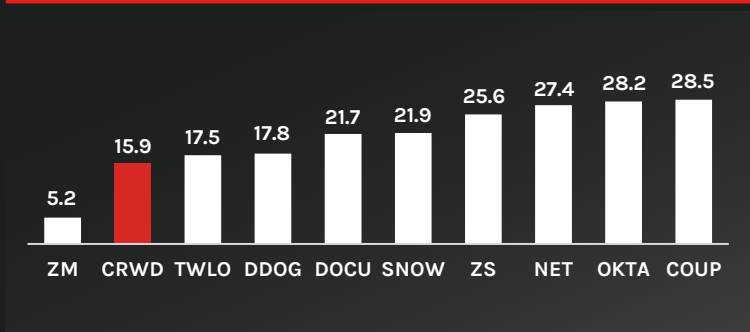
## Subscription Revenue Run Rate YoY Growth



## LTM Rule of 40 (%)

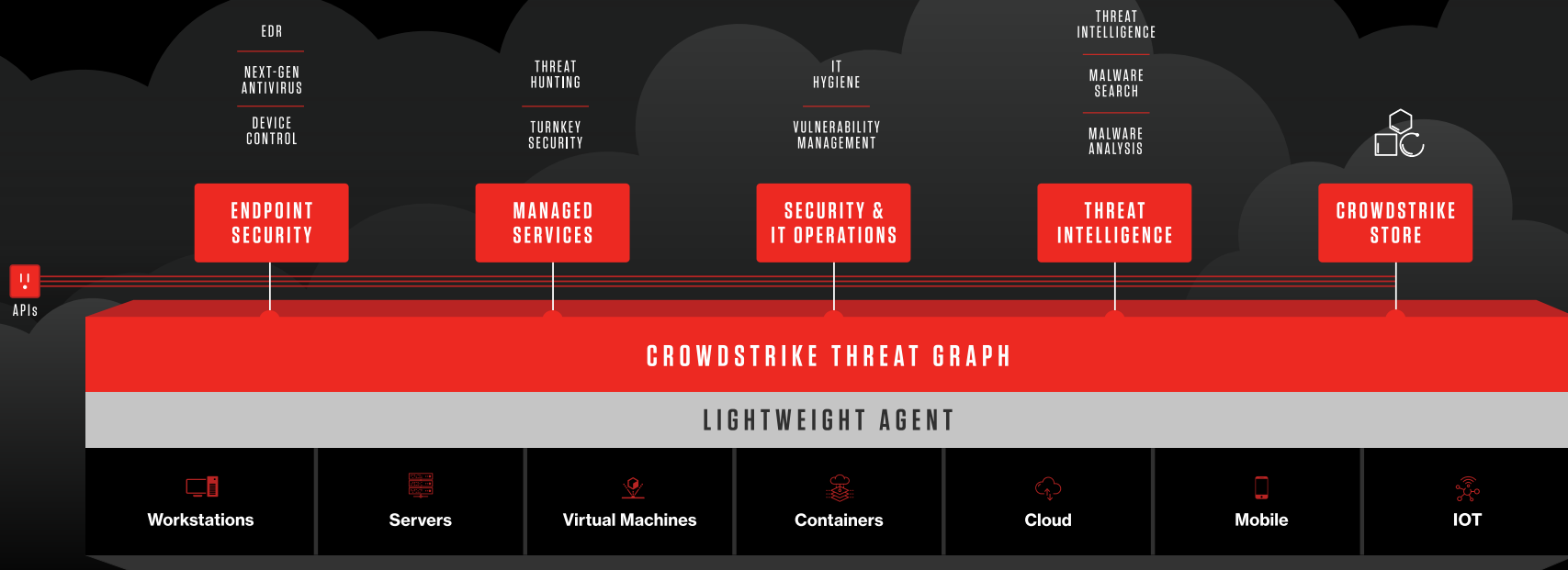


## LTM Avg. Payback Period (Months)

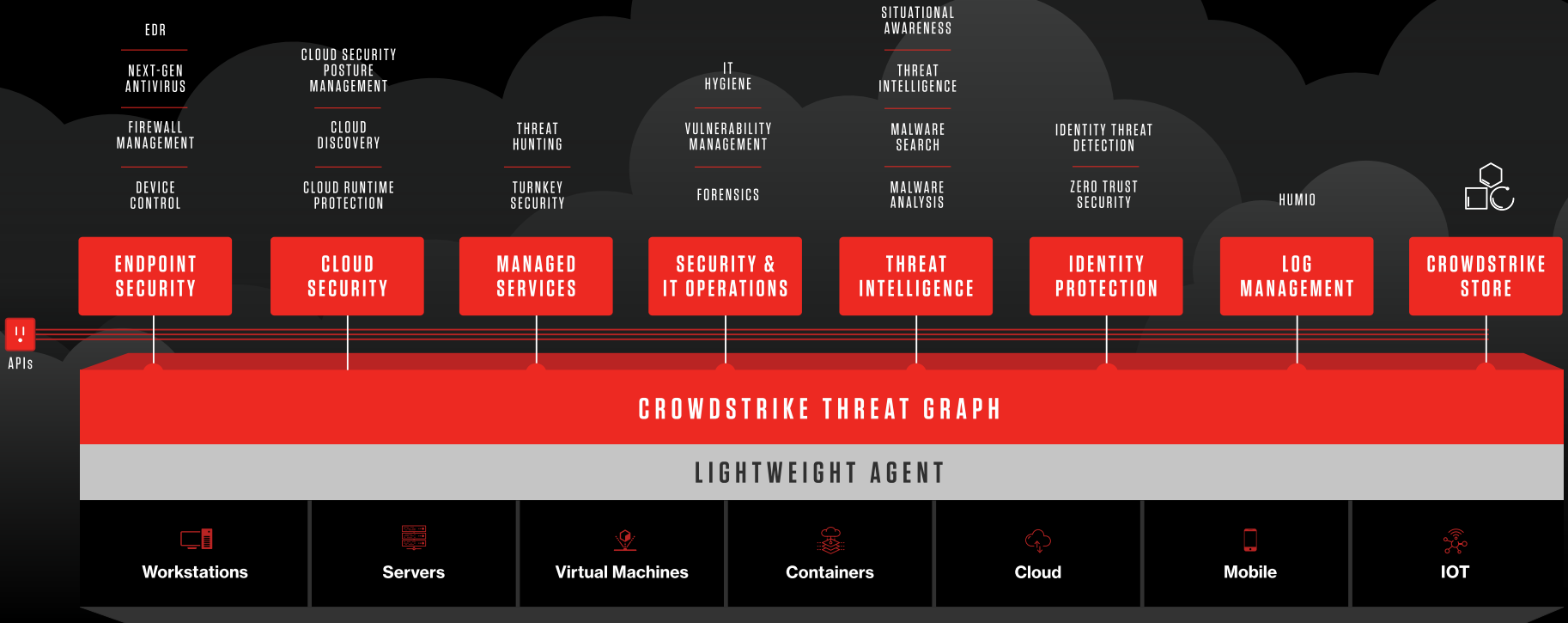


# CrowdStrike Falcon Platform: Defining the Security Cloud

## 10 Modules at IPO



# Platform Expansion | 19 Modules Today



The extensible CrowdStrike Falcon platform includes cloud modules, single lightweight agent, Threat Graph, and newly acquired technologies

# FY21 KEY TECHNOLOGY ACHIEVEMENTS

**IDENTITY  
SECURITY**

**CLOUD  
SECURITY**

**ZERO TRUST**

**FIRMWARE  
SECURITY**

**FORENSICS**

**RECON  
SITUATIONAL  
AWARENESS**

**UI AND WORKFLOW  
FOR CUSTOMERS  
AND PARTNERS**

**UNIQUE OS  
SUPPORTABILITY**

**CERTIFICATION  
AND  
LOCALIZATION**

**CS STORE**

# STRONG SECULAR THEMES DRIVING DEMAND

Digital Transformation



Emerging Cloud Workloads



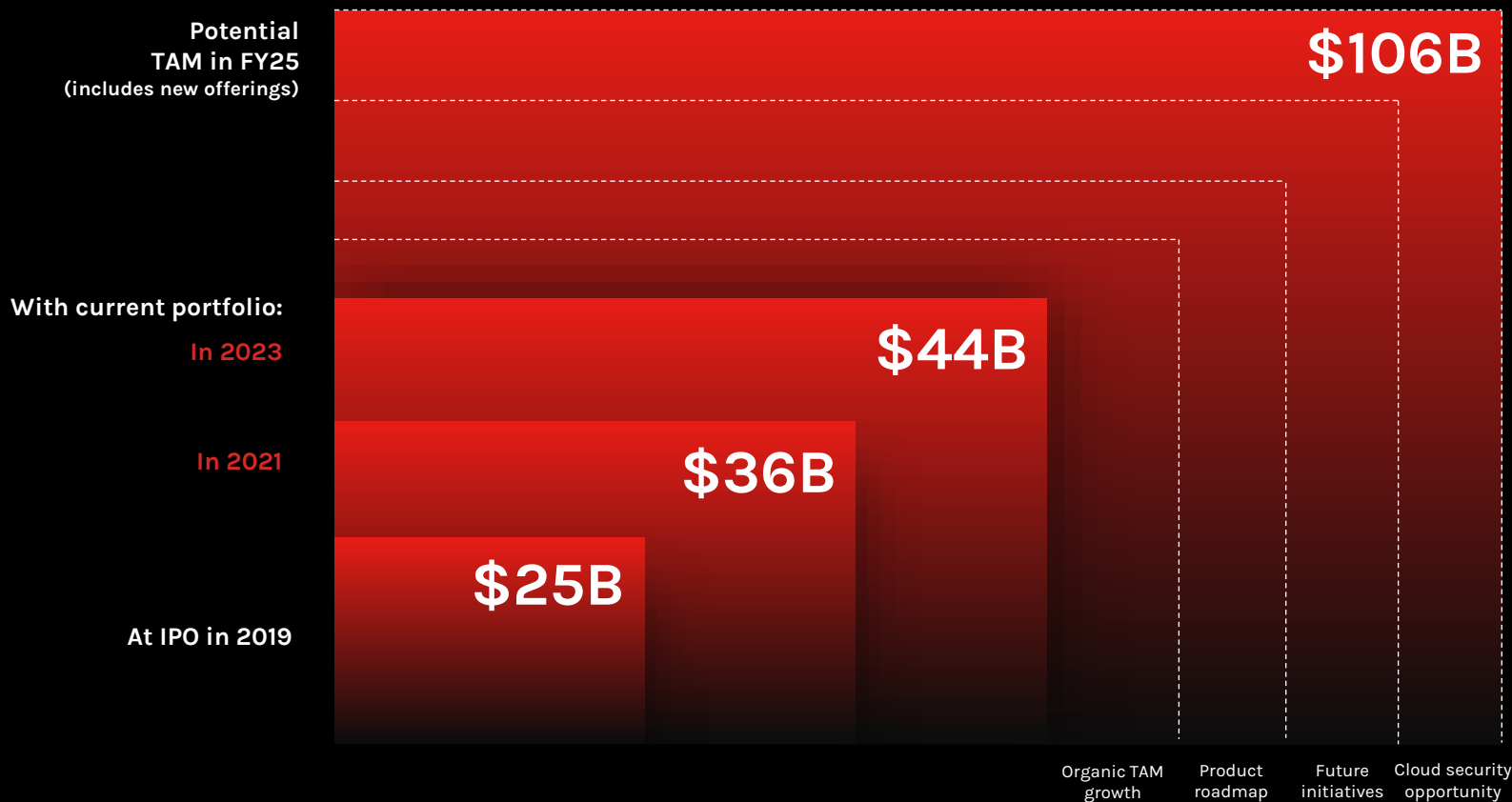
Elevated Threat Environment



Security Transformation



# TAM EVOLUTION



# FY25 ESTIMATED GLOBAL UNIT OPPORTUNITY

>900M

Global PC Units

>6B

Global Mobile Devices

>70M

Global Servers

>10B

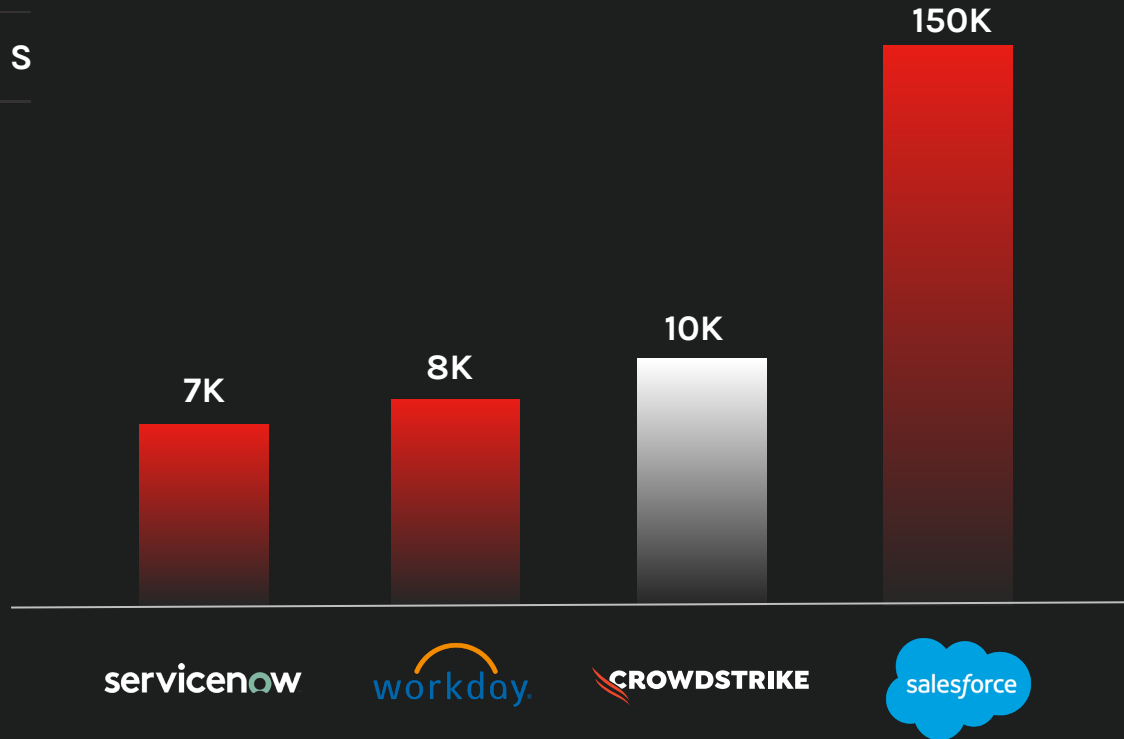
Global IoT Devices

Sources: Gartner Market Statistics. Forecast: PCs, Ultramobiles and Mobile Phones, Worldwide, 2018-2024, 4Q20 Update. Forecast: Data Centers, Worldwide, 2017-2024, 2020 Update. Forecast: Internet of Things, Endpoints and Communications, Worldwide, 2019-2029.

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# CLOUD PIONEERS

CUSTOMERS

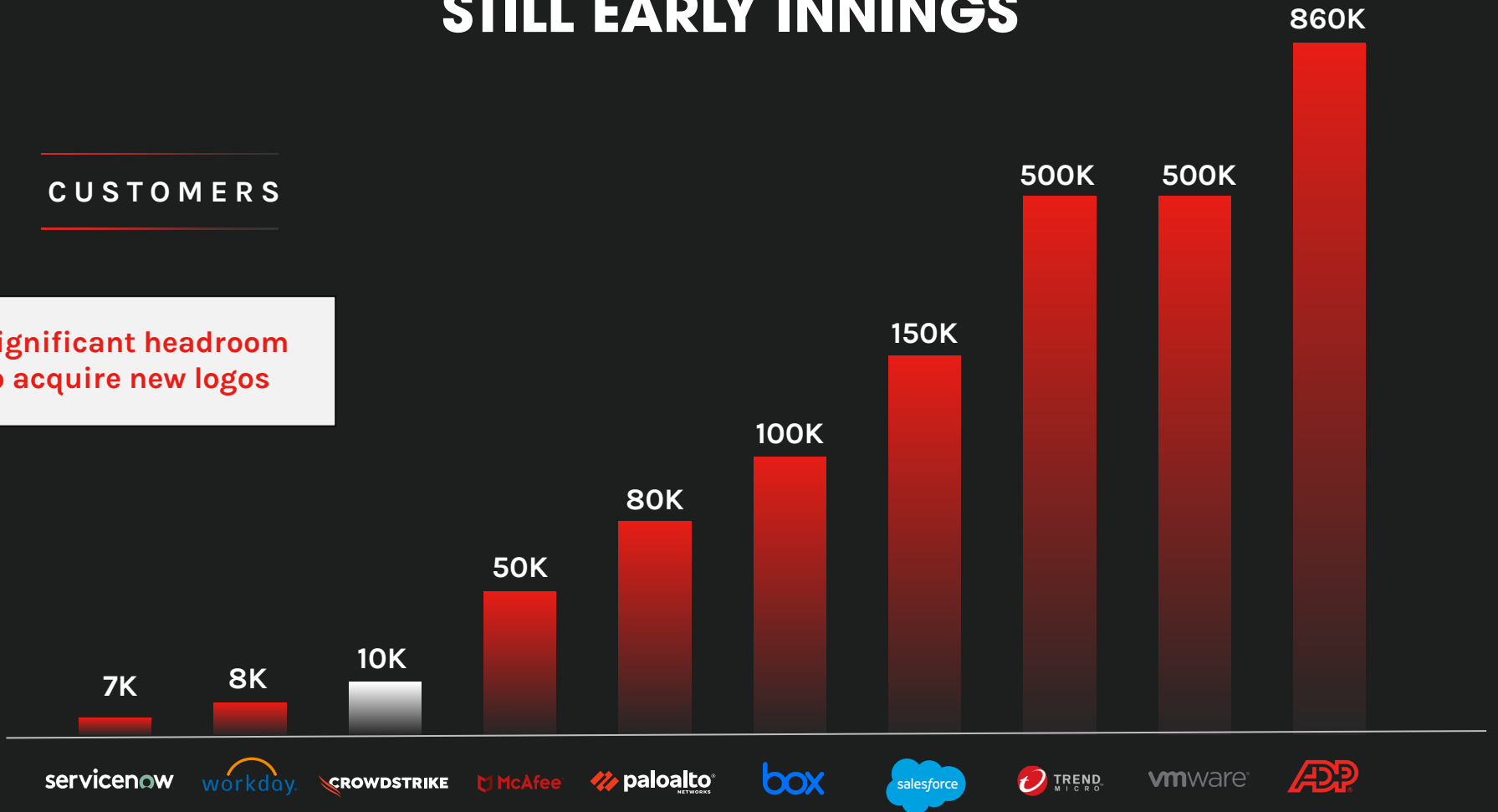




# STILL EARLY INNINGS

CUSTOMERS

Significant headroom to acquire new logos



**CLOUD**

# SECURING THE CLOUD

**10X**

**WORKLOADS**

**COMPLEXITY**

**OPPORTUNITY**

Cloud Security Posture Management

Cloud Security Workload Protection

Cloud Threat Hunting

Container Security and Runtime Protection

Cloud Identity Security

DISCOVERY FOR  
CLOUD & CONTAINERS

CLOUD  
WORKLOAD PROTECTION

FALCON  
HORIZON



**CLOUD  
SECURITY**

DAILY CONTAINERS  
PROTECTED

1.2 Billion+

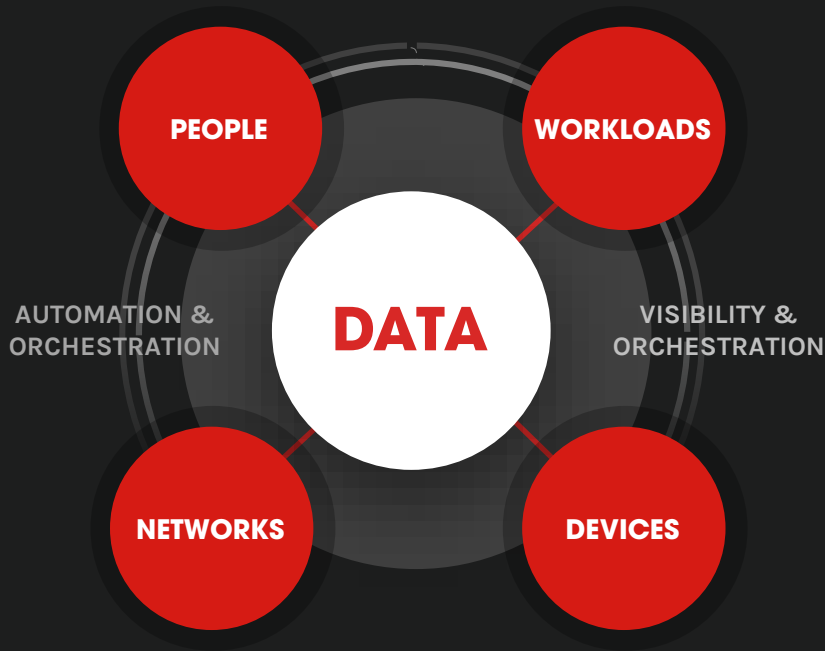
2023 CLOUD SECURITY  
OPPORTUNITY\*

\$12 Billion+

\*Source: IDC and company estimates

# ZERO TRUST

# ZERO TRUST EXTENDED (ZTX) FRAMEWORK



## 1. TRUST NOTHING

Inside or outside of your network

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## 2. VERIFY EVERYTHING

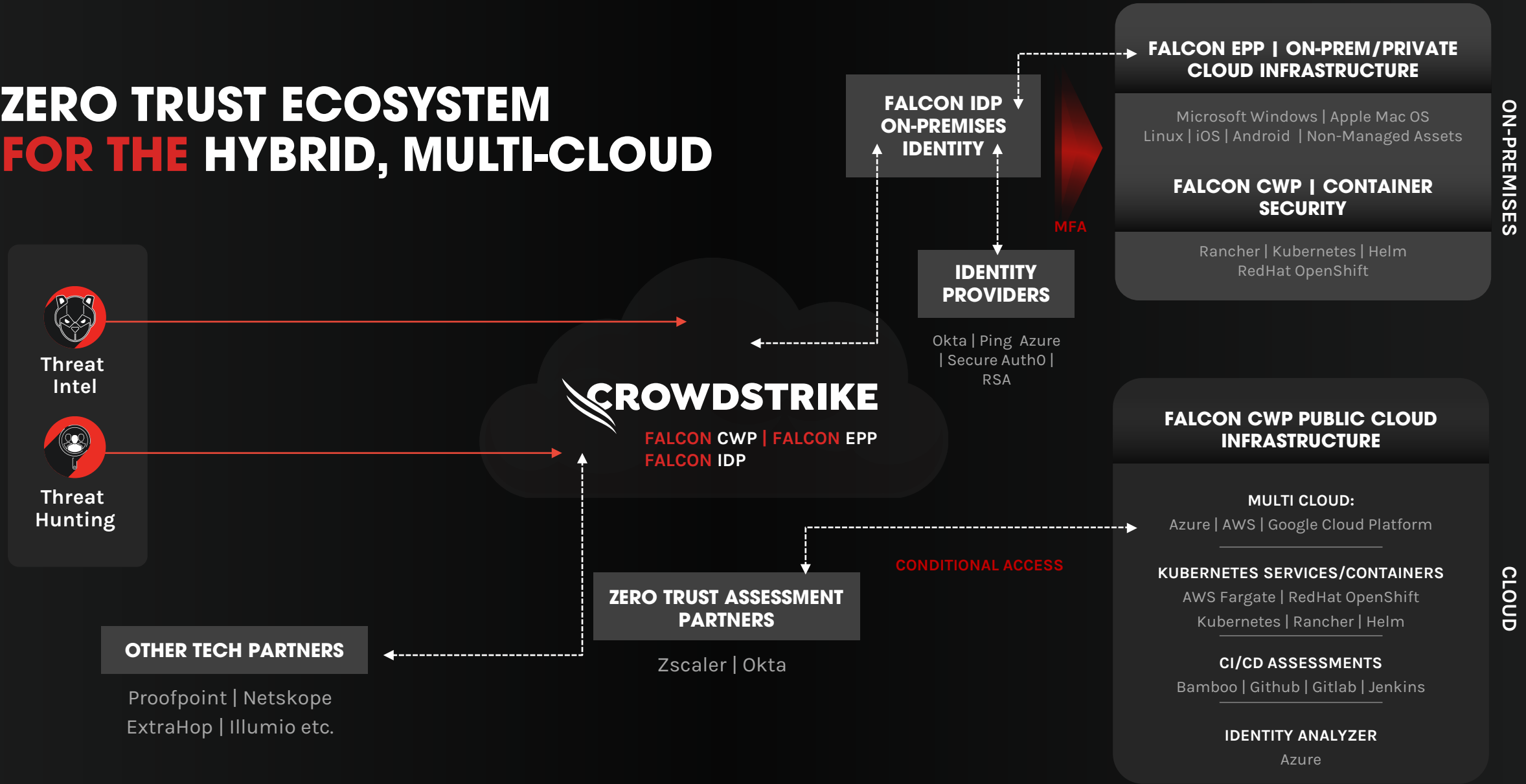
Every user and every device – that tries to connect to your systems and applications

---

## 3. ANTICIPATE BREACH

Detect and prevent all malicious activity and stop breaches inside and outside your network

# ZERO TRUST ECOSYSTEM FOR THE HYBRID, MULTI-CLOUD



# HUMIO



# THE EXPONENTIAL DATA CHALLENGE



Exponential **Data Growth**

---

Complexity

---

**Budget** Pressures

---

**Legacy** Vendors

# HUMIO

**Log  
Everything**



**Answer  
Anything**

**IN REAL TIME**

# HUMIO

## TECHNOLOGY ADVANTAGES

Index-free | Real-time  
Cloud-native | Multi-tenant  
Unlimited Ingest



## BUSINESS VALUE

Speed | Scale | Efficiency  
Flexibility | Lower TCO

# RE-DEFINING XDR



**CrowdStrike+Humio**

# CORE PRODUCT ENHANCEMENTS



FALCON  
**OVERWATCH**



FALCON  
**COMPLETE**



FALCON  
**INTEL**



FALCON  
**THREAT  
GRAPH**



CROWDSTRIKE  
**SERVICES**



CROWDSTRIKE  
**STORE**

# CrowdStrike+Humio

**RACE  
TO  
WIN**

**\$1  
BILLION<sub>ARR</sub>**



**\$3  
BILLION<sub>ARR</sub>**

**\$10  
BILLION<sub>ARR</sub>**



# THE CROWDSTRIKE OPPORTUNITY

Burt Podbere, CFO

# A YEAR OF MILESTONES

**Surpassed \$ 1 Billion**

Annual Recurring Revenue

**Added \$ 450 Million**

Net New ARR

**Added 4,465**

Net New Subscription Customers

**79%**

Non-GAAP Subscription Gross Margin

**Non-GAAP Profitable**

Positive Non-GAAP Operating Margin

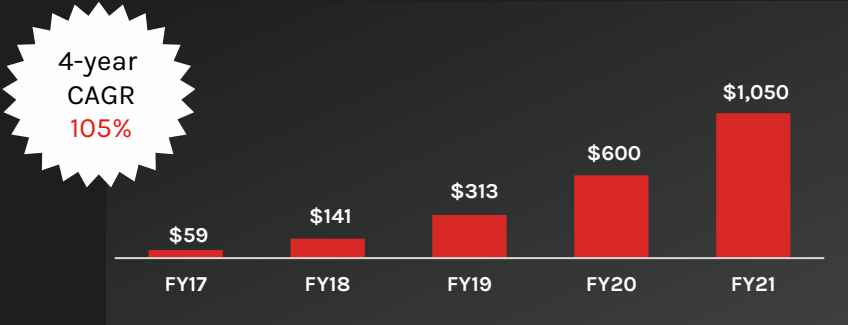
**33%**

Free Cash Flow Margin

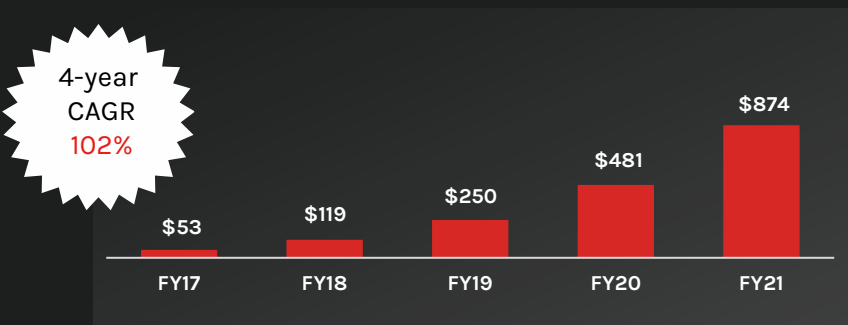


# GROWTH TO DATE

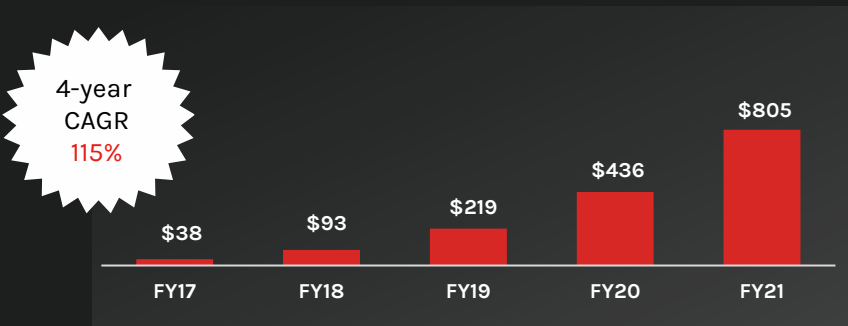
### Ending ARR (\$M)



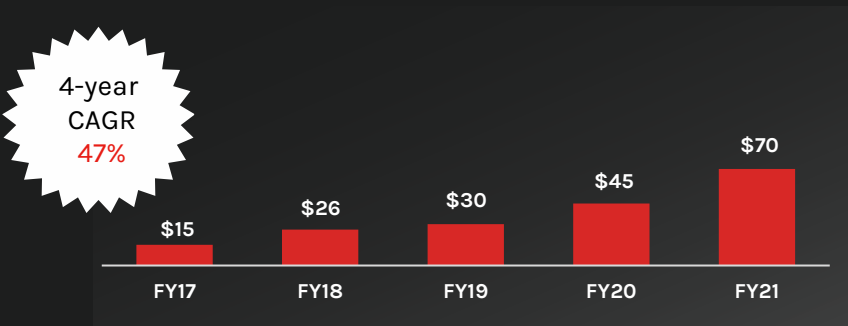
### Total Revenue (\$M)



### Subscription Revenue (\$M)



### Services Revenue (\$M)



# SERVICES CONTRIBUTION



**FY19**  
**\$ 2.97**

**FY20**  
**\$ 3.73**

**FY21**  
**\$ 5.51**

**AVERAGE SUBSCRIPTION ARR DERIVED FOR  
EVERY \$ 1 OF SERVICES**

Note: FY19 and FY20 figures based on organizations who first became professional services customers after February 1, 2017. FY21 figure based on organizations who first became professional services customers after February 1, 2019. All figures as of their respective fiscal year end.

**ACHIEVING**  
**\$3 BILLION+ ARR**

# THE PATH TO \$ 3B+ ARR

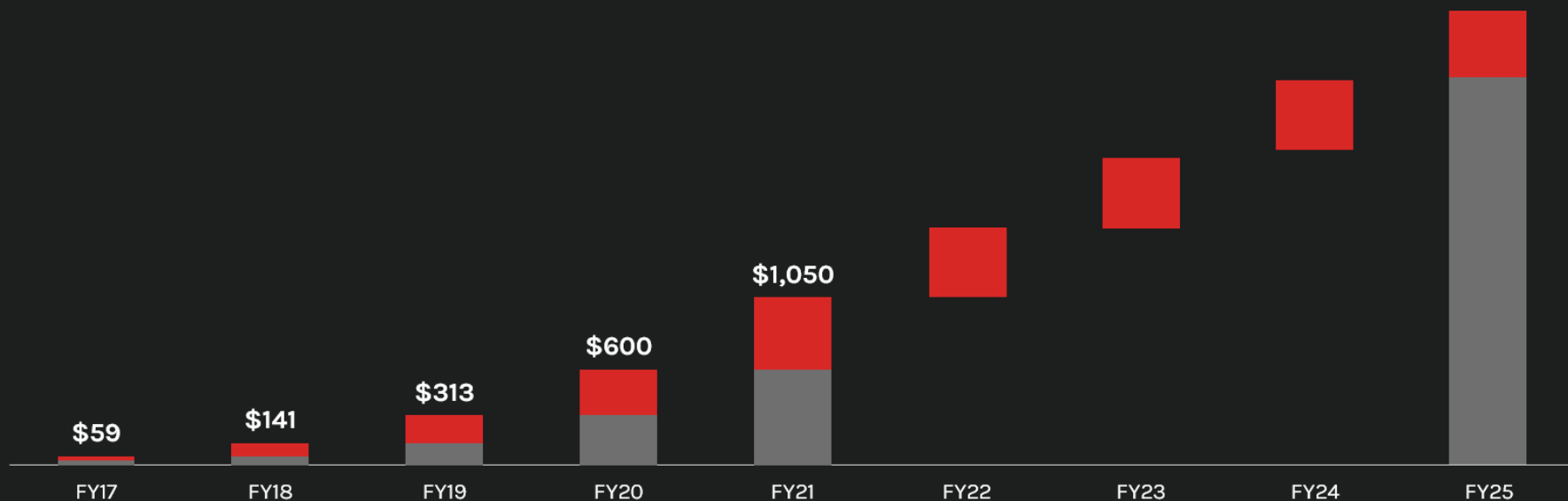
## Annual Recurring Revenue (\$M)

- Net New ARR
- Starting ARR

Illustrative

REPEATING FY21 NET NEW ARR GENERATION RESULTS IN APPROXIMATELY \$3 BILLION ENDING ARR IN FY25

← ~\$3 Billion



# THE PATH TO \$ 3B+ ARR

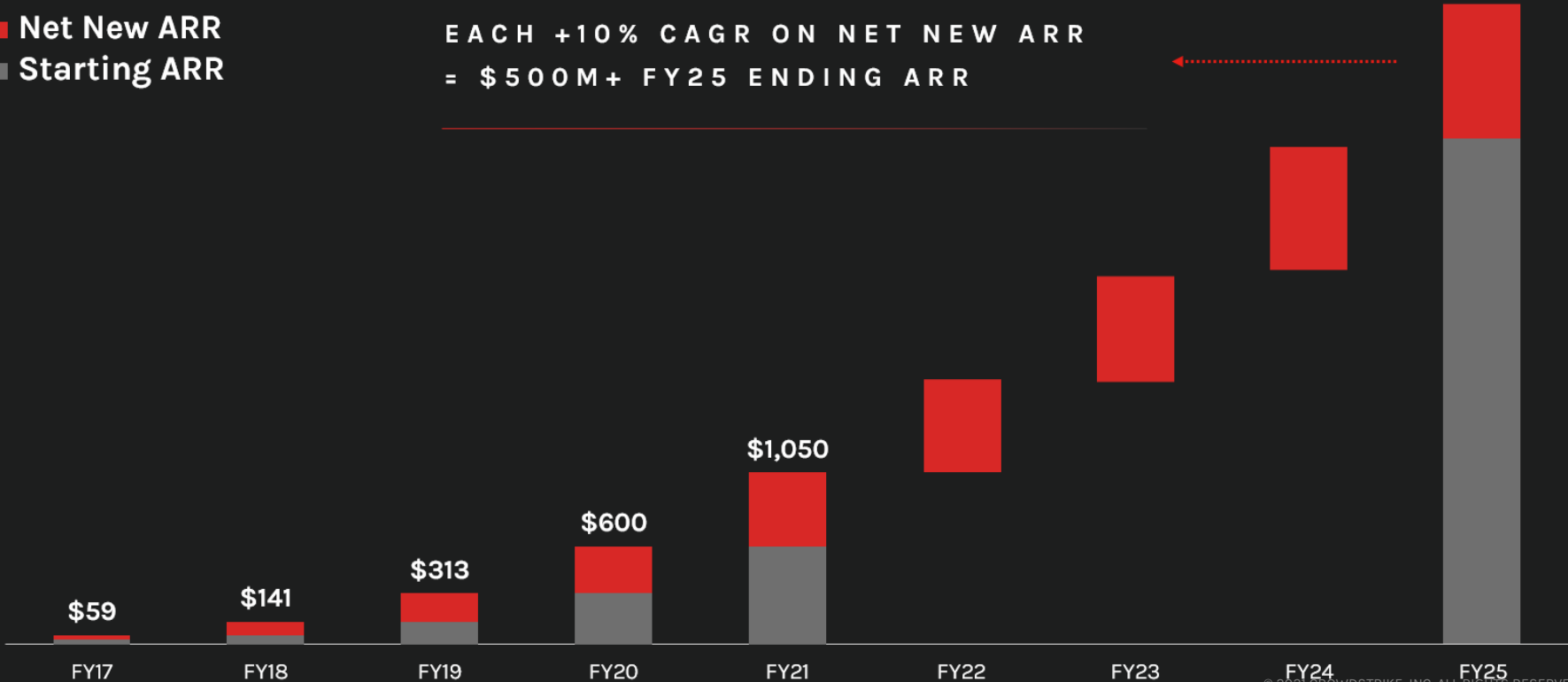
Annual Recurring Revenue (\$M)

- Net New ARR
- Starting ARR

Illustrative

EACH +10% CAGR ON NET NEW ARR  
= \$500M+ FY25 ENDING ARR

\$3 Billion+

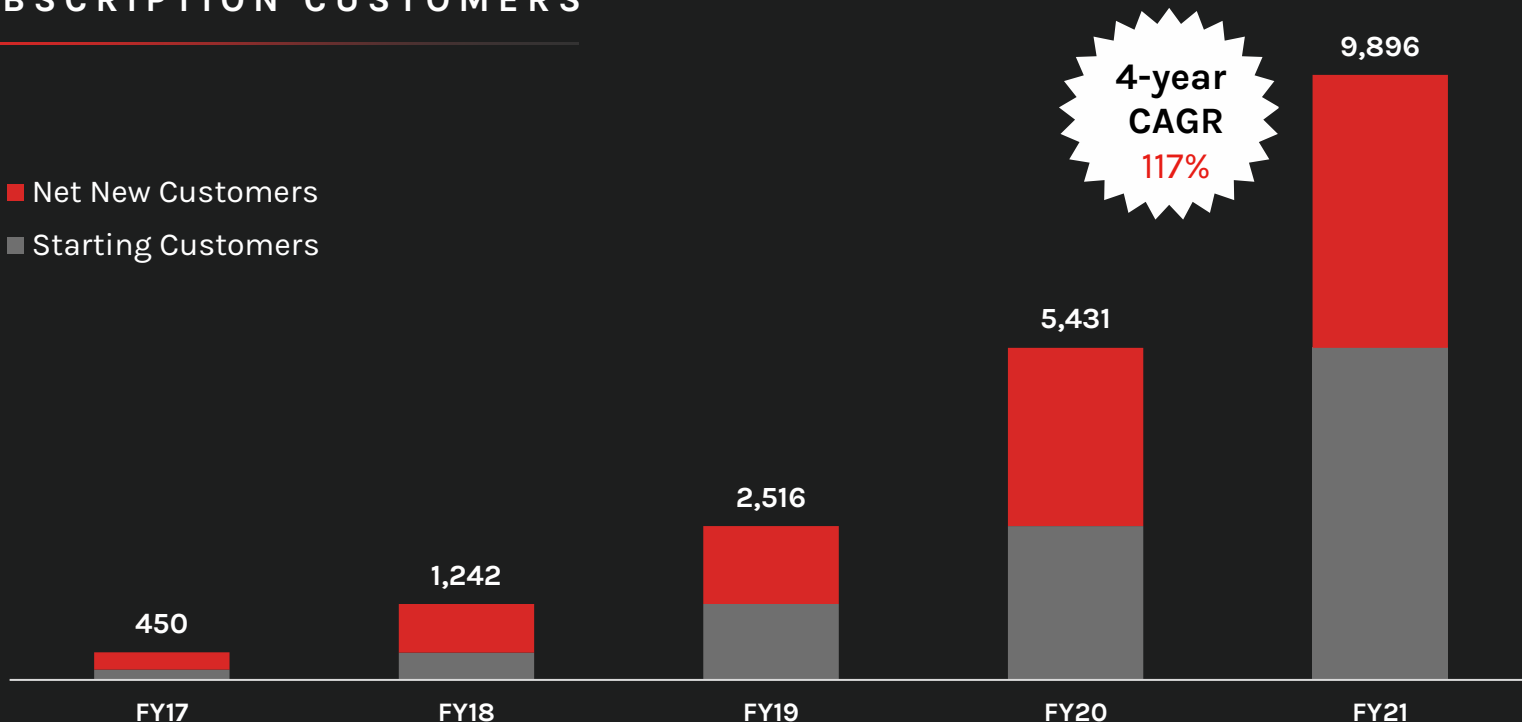


# GROWTH DYNAMICS

# RAPIDLY EXPANDING CUSTOMER BASE

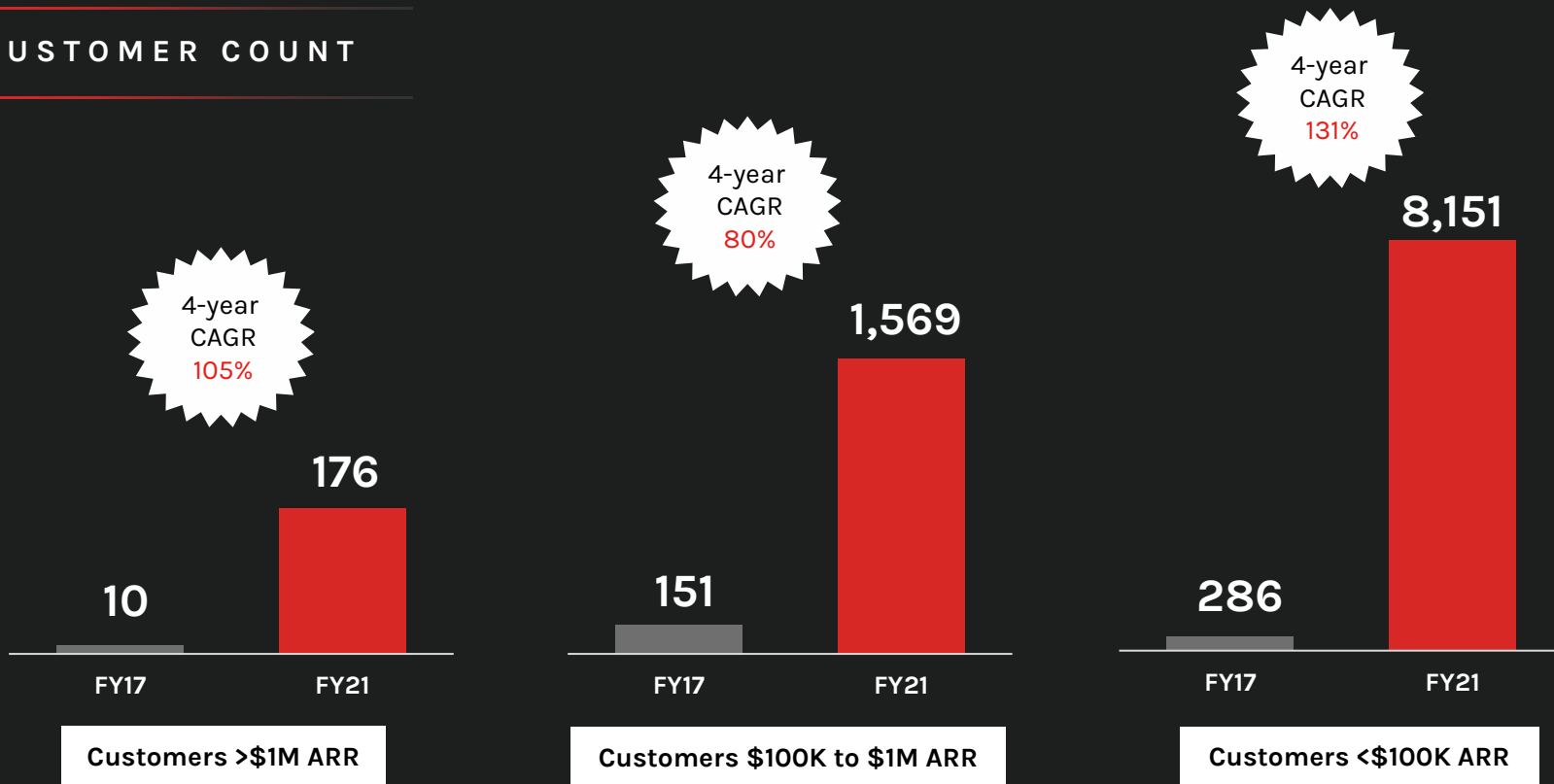
## SUBSCRIPTION CUSTOMERS

- Net New Customers
- Starting Customers



# WINNING CUSTOMERS OF ALL SIZES

## CUSTOMER COUNT





# INCREASING PARTNER MOMENTUM

**85%**

YoY Growth in  
Partners

**118%**

YoY Growth in  
Partner  
Sourced Deals

**86%**

YoY Growth in  
Partner Sourced  
ARR

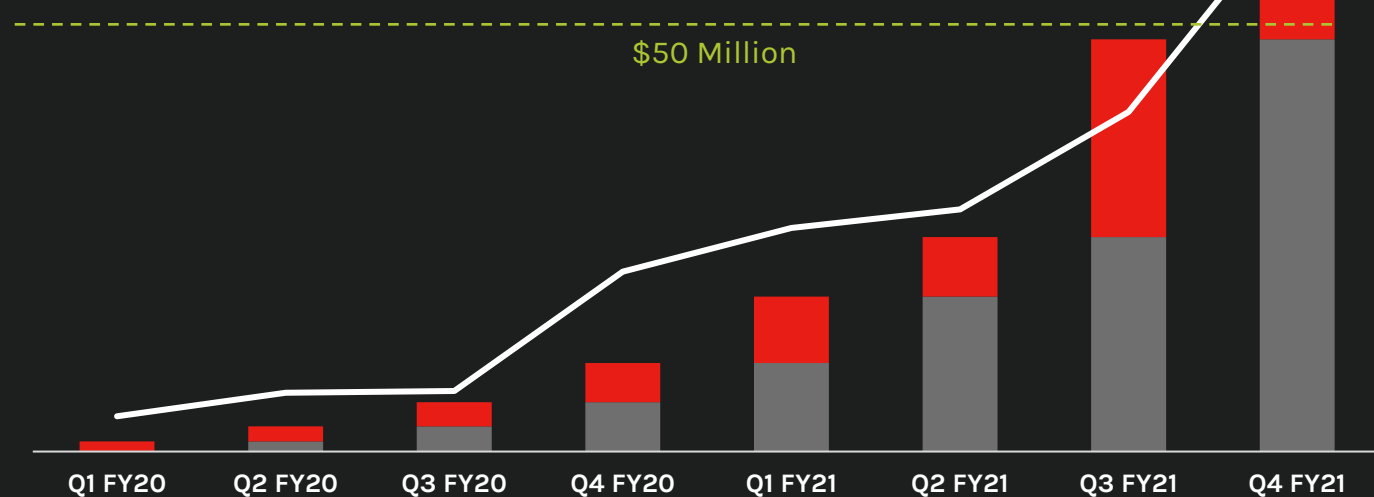
# AWS MARKETPLACE

## ARR from AWS Marketplace

Net New ARR

Starting ARR

AWS Marketplace Transaction Volume

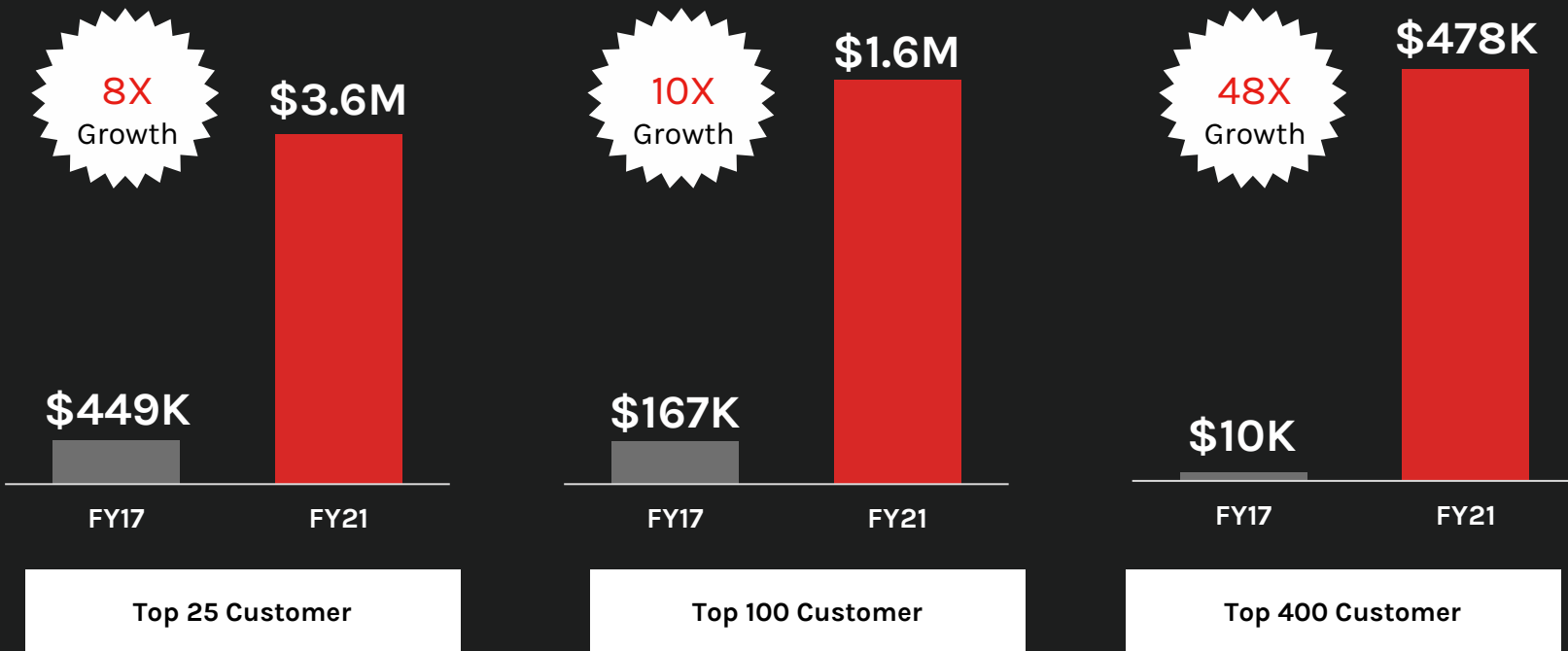


### FY21/FY20

- 650% growth in ARR transacted through AWS Marketplace
- 300% growth in transaction volume

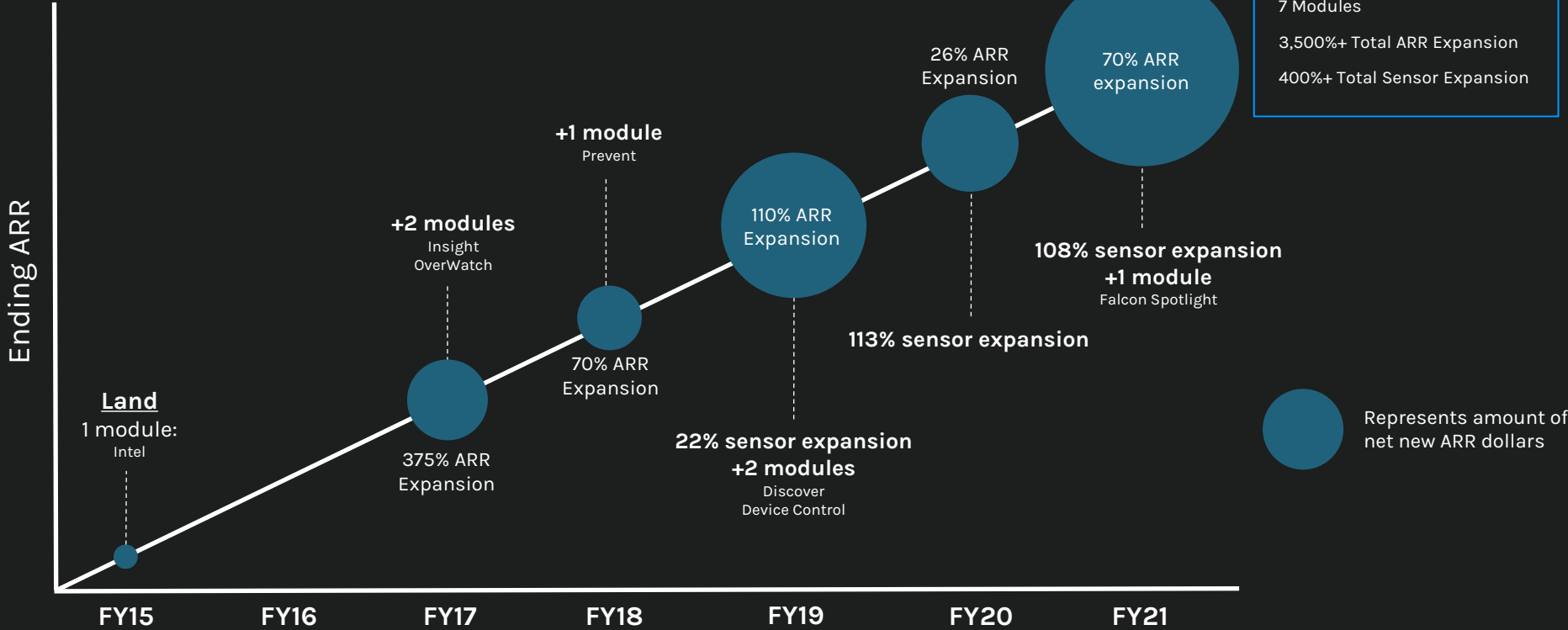
# GROWING SUCCESS WITH TOP ACCOUNTS

MINIMUM ARR REQUIRED  
TO BE A TOP ACCOUNT



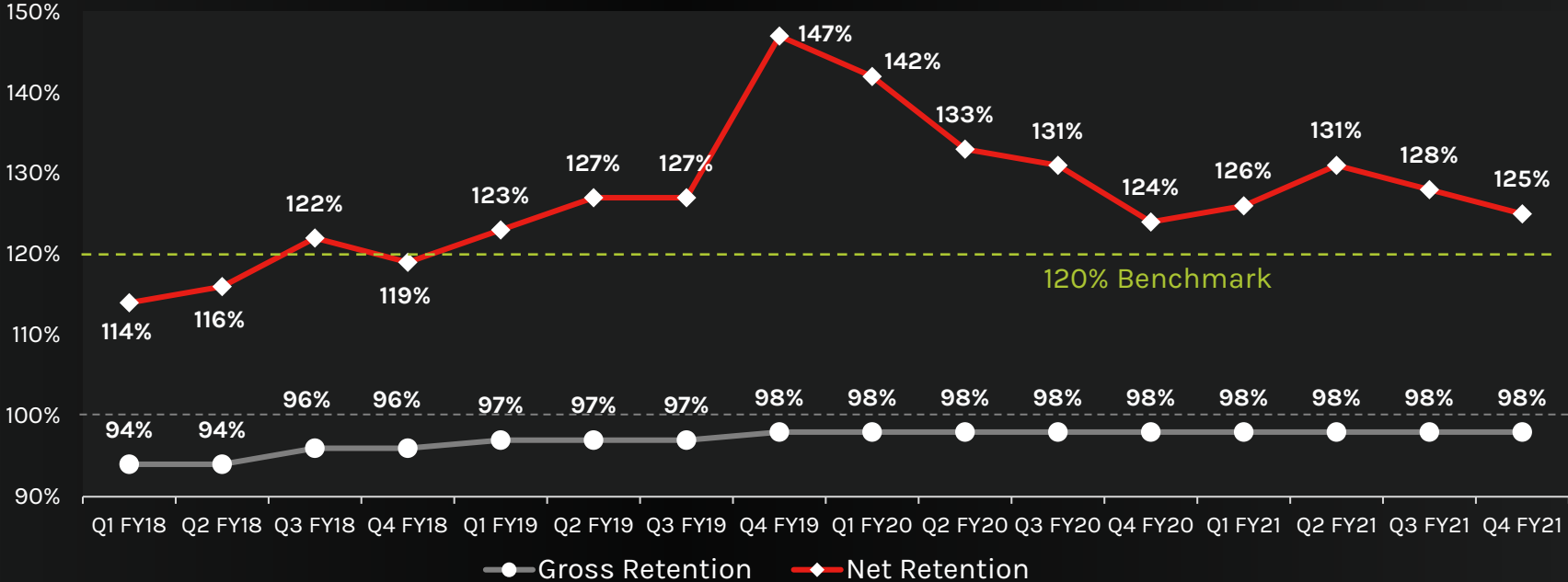
# EXPANDING OVER TIME

Case Study: Retail Company



# STRONG CUSTOMER RETENTION & EXPANSION

### Dollar-Based Retention Rates for Subscription ARR (1-Year Prior Cohort)



# LANDING BIGGER

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AVERAGE MODULE COUNT  
OF NEW CUSTOMERS

---

FY17

2.0

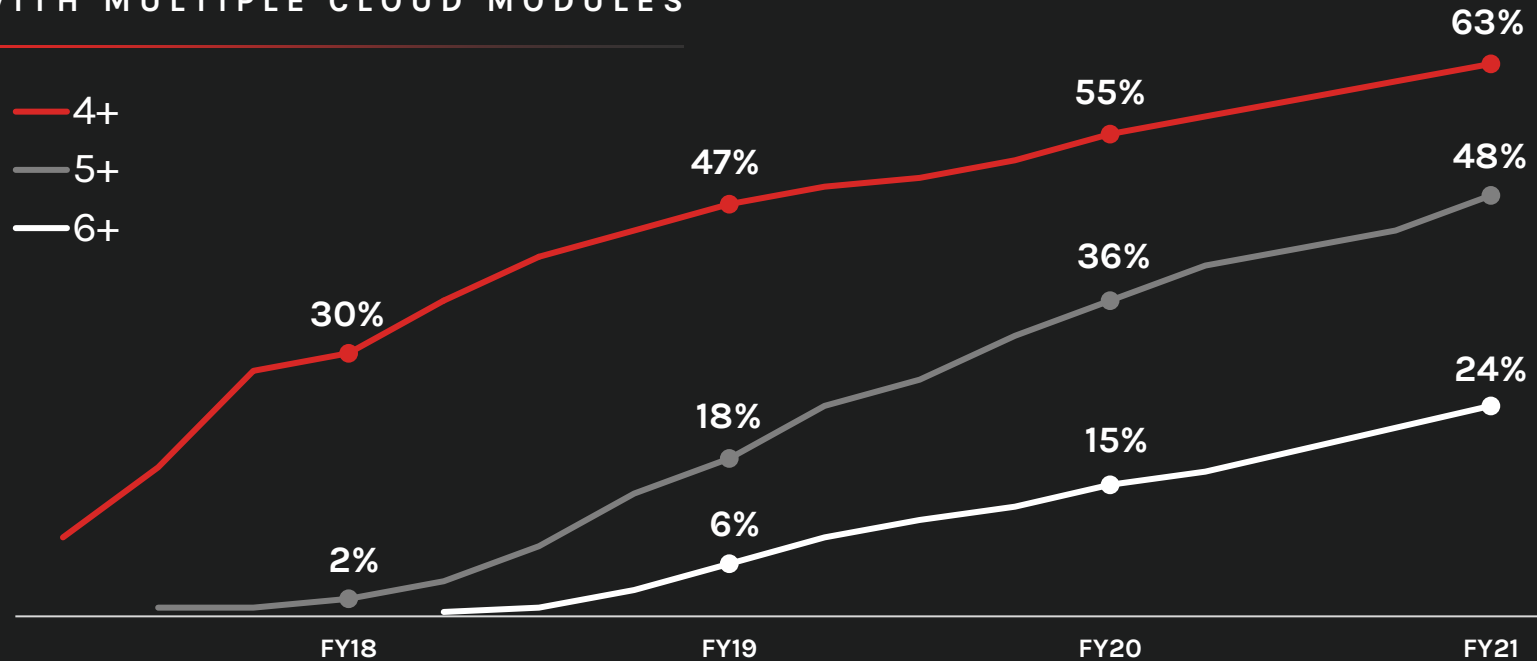


FY21

4.3

# STRONG MODULE ADOPTION

% OF SUBSCRIPTION CUSTOMERS WITH MULTIPLE CLOUD MODULES



# MODULE GROWTH DYNAMICS

## HYPER GROWTH MODULES

(Growth rates significantly higher than overall customer growth)

Complete  
Device Control  
Falcon X  
Spotlight

## HIGH GROWTH MODULES

(Growth rates similar to overall customer growth)

Discover  
Insight  
OverWatch  
Prevent

## SPECIALTY MODULES

(Growth rates lower than overall customer growth)

Sandbox  
Search

## NEW MODULES

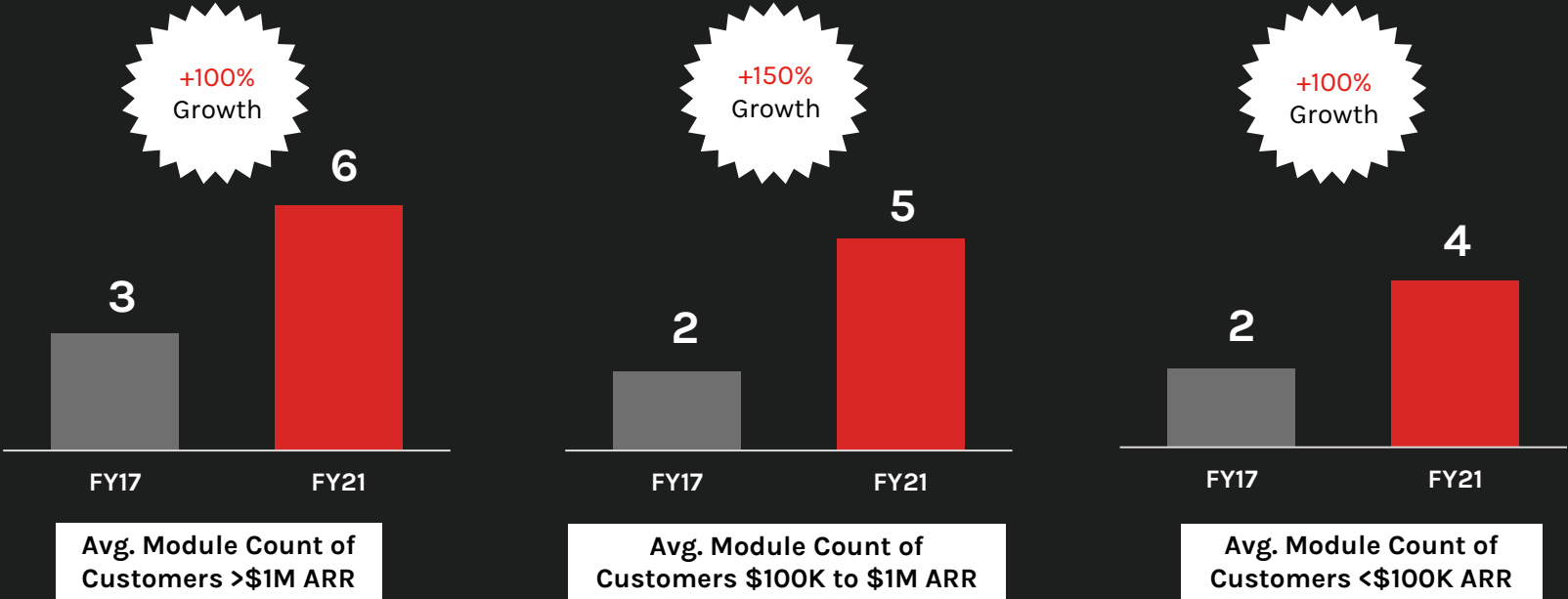
(No YoY comparison available)

Firewall Management, Forensics, Horizon, Threat Detection, Zero Trust, Cloud Workload Protection, Discover for Cloud & Containers, Falcon X Recon, Humio



# CUSTOMERS OF ALL SIZES ADOPTING MORE MODULES

## AVERAGE CUSTOMER MODULE COUNT



# ACHIEVING \$3 BILLION+ ARR



INNOVATE



CAPTURE SECULAR  
TRENDS



EXPAND  
TAM



GAIN MARKET  
SHARE

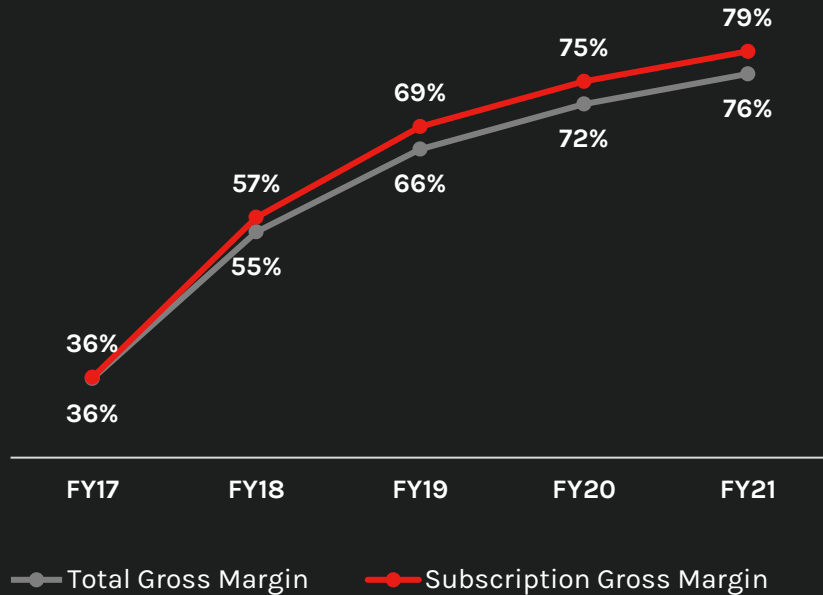


INCREASE  
WALLET SHARE

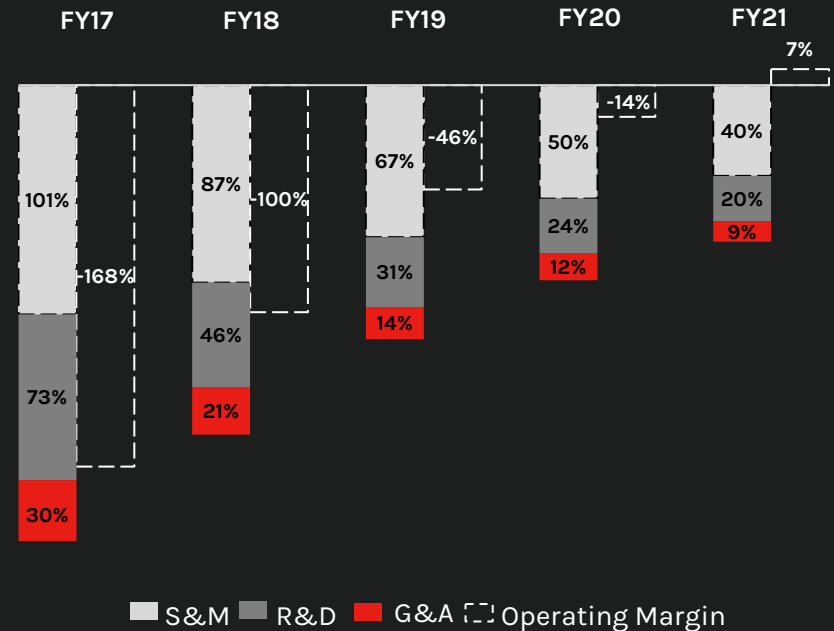
# **INVESTING IN OUR GROWTH OPPORTUNITY**

# INCREASING OPERATING LEVERAGE

## Non-GAAP Gross Margins



## Non-GAAP Operating Expenses as % of Revenue



# EFFICIENCY AT SCALE

MAGIC NUMBER

**1.3**

RULE OF 40

**89%**

# THE PATH TO THE TARGET MODEL

\$3B+ Ending ARR

Non-GAAP Measure	IPO Target (% of Revenue)	Current Target (% of Revenue)	FY17	FY18	FY19	FY20	FY21	FY25
Subscription GM %	75-80+	77-82+	36%	57%	69%	75%	79%	✓
S&M	30-35%	30-35%	101%	87%	67%	50%	40%	✓
R&D	15-20%	15-20%	73%	46%	31%	24%	20%	✓
G&A	7-9%	7-9%	30%	21%	14%	12%	9%	✓
Operating Margin %	20%+	20-22%+	-168%	-100%	-46%	-14%	7%	✓
Free Cash Flow %	N/A	30%+	-122%	-74%	-26%	3%	33%	✓



 **CROWDSTRIKE**

**Q&A**



# APPENDIX



# MODELING CONSIDERATIONS

## Cash Flow

- Cash flow seasonality will typically trail net new ARR seasonality by one quarter.
  - Interest expense is paid out twice annually in Q1 and Q3, approximately \$11 - \$13 million per payment.
  - ESPP purchase occurs twice annually in Q2 and Q4, and while essentially neutral to cash on an annual basis, it will appear as a cash outflow in Q2 and Q4.
- 

## Contract Lengths

- Weighted average contract length is ~17.5 months.
  - Continuing the trend we saw in FY21, we anticipate an increase in customers choosing annual payment terms for multi-year deals.
- 

## Interest Expense

- Interest expense is accrued quarterly and paid out twice annually in Q1 and Q3, approximately \$11 - \$13 million per payment.
  - Issuance cost amortization for both the Senior Notes and the revolving credit facility will be GAAP only charges. Interest expense on the Senior Notes and unused commitment fee for the revolver will be GAAP and non-GAAP.
- 

## Stock-based Compensation

- We expect share dilution due to stock-based compensation to be around 5 - 6%.

# APPENDIX

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## CALCULATION OF METRICS

**Annual Recurring Revenue (ARR).** ARR is calculated as the annualized value of our customer subscription contracts as of the measurement date, assuming any contract that expires during the next 12 months is renewed on its existing terms. To the extent that we are negotiating a renewal with a customer after the expiration of the subscription, we continue to include that revenue in ARR if we are actively in discussion with such an organization for a new subscription or renewal, or until such organization notifies us that it is not renewing its subscription.

**Dollar-Based Net Retention Rate.** Our dollar-based net retention rate compares our ARR from a set of subscription customers against the same metric for those subscription customers from the prior year. Our dollar-based net retention rate reflects customer renewals, expansion, contraction and churn, and excludes revenue from our incident response and proactive services. We calculate our dollar-based net retention rate as of period end by starting with the ARR from all subscription customers as of 12 months prior to such period end, or Prior Period ARR. We then calculate the ARR from these same subscription customers as of the current period end, or Current Period ARR. Current Period ARR includes any expansion and is net of contraction or churn over the trailing 12 months but excludes revenue from new subscription customers in the current period. We then divide the total Current Period ARR by the total Prior Period ARR to arrive at our dollar-based retention rate.

**Dollar-Based Gross Retention Rate.** We calculate our dollar-based gross retention rate as of the period end by starting with the ARR from all subscription customers as of 12 months prior to such period, or Prior Period ARR. We then deduct from the Prior Period ARR any ARR from subscription customers who are no longer customers as of the current period end, or Current Period Remaining ARR. We then divide the total Current Period Remaining ARR by the total Prior Period ARR to arrive at our dollar-based gross retention rate, which is the percentage of ARR from all subscription customers as of the year prior that is not lost to customer churn.

**Gross Churn.** Our dollar-based gross churn rate is equal to  $1 - \text{Dollar-Based Gross Retention Rate}$ .

# APPENDIX (CONT'D)

**Magic Number** is calculated by performing the following calculation for the most recent four quarters and taking the average: annualizing the difference between a quarter's Subscription Revenue and the prior quarter's Subscription Revenue, and then dividing the resulting number by the previous quarter's Non-GAAP Sales & Marketing Expense. Magic Number = Average of previous four quarters:  $((\text{Quarter GAAP Subscription Revenue} - \text{Prior Quarter GAAP Subscription Revenue}) \times 4) / \text{Prior Quarter Non-GAAP Sales \& Marketing Expense}$ .

**Subscription Revenue Run Rate** is calculated as current (Quarter GAAP Subscription Revenue \* 4). Total GAAP Revenue is substituted for SaaS companies that do not disaggregate revenues.

**Subscription Revenue Run Rate YoY Growth** is calculated as  $((\text{Quarter GAAP Subscription Revenue} * 4) / (\text{Prior Year Quarter GAAP Subscription Revenue} * 4)) - 1$ . Total GAAP Revenue is substituted for SaaS companies that do not disaggregate revenues.

**LTM Rule of 40** is calculated as the average of previous four quarters:  $(\text{Quarter Total Revenue YoY Growth Rate} + \text{Current Quarter Non-GAAP Operating Margin})$ .

**LTM Average Payback Period (Months)** is calculated as the average of previous four quarters:  $(\text{Quarter Non-GAAP Sales \& Marketing Expense} / ((\text{Quarter Non-GAAP Gross Profit} - \text{Prior Quarter Non-GAAP Gross Profit}) * 4))$

# APPENDIX (CONT'D)

## REPORTS

Reports used for data shown in the chart titled “TAM evolution”:

### At IPO in 2019:

- International Data Corporation, *Market Analysis Perspective: Worldwide Managed Security Services Providers, 2018*, September 2018.
- International Data Corporation, *Market Forecast – Worldwide IT Asset Management Software Forecast, 2018-2022: Asset Management Accelerates as Digital Transformation Changes What Assets Must Be Managed*, September 2018.
- International Data Corporation, *Market Forecast – Worldwide Corporate Endpoint Security Forecast, 2018-2022*, July 2018.
- International Data Corporation, *Market Forecast – Worldwide Security and Vulnerability Forecast, 2018-2022: SVM Vendors Fight Off New Market Entrants*, July 2018.
- International Data Corporation, *Market Forecast – Worldwide Threat Intelligence Security Services Forecast, 2017-2021*, November 2017.
- International Data Corporation, *Market Forecast – Worldwide IT Security Products Forecast, 2017-2021: Comprehensive Security Products Forecast Review*, February 2018.
- International Data Corporation, *Market Forecast – Worldwide Mobile Enterprise Security Software Forecast, 2017-2021*, December 2017.

### With Current Portfolio in 2021 and 2023:

- International Data Corporation, *Market Forecast – Worldwide Corporate Endpoint Security Forecast, 2020-2024*, August 2020.
- International Data Corporation, *Market Forecast – Hybrid Cloud Workload Security Forecast, 2020-2024: Inhibited Growth Is the Reality of COVID-19*, July 2020.
- International Data Corporation, *Market Forecast – Worldwide Cybersecurity Analytics, Intelligence, Response, and Orchestration Forecast, 2019-2023: Finding and Mitigating the Adversary*, December 2019.
- International Data Corporation, *Market Forecast – Worldwide and U.S. Comprehensive Security Services Forecast, 2019-2023*, May 2019.
- International Data Corporation, *Market Forecast – Worldwide Client Endpoint Management Software Forecast, 2020-2024*, June 2020.
- International Data Corporation, *Market Forecast – Worldwide Threat Intelligence Security Services Forecast, 2019-2023*, September 2019.
- International Data Corporation, *Market Forecast – Worldwide Identity Forecast, 2020-2024: Know Thy User*, June 2020.
- International Data Corporation, *Market Forecast – Worldwide IT Operations Analytics Software Forecast, 2020-2024*, November 2020.

### Potential TAM in FY25:

- Company estimate

# APPENDIX (CONT'D)

## REPORTS

Reports used for data in the slide titled “FY25 Estimated Global Unit Opportunity”:

- Gartner Market Statistics, *Forecast: PCs, Ultramobiles and Mobile Phones, Worldwide, 2018-2024, 4Q20 Update*, December 2020.
- Gartner Market Statistics, *Forecast: Data Centers, Worldwide, 2017-2024, 2020 Update*, August 2020.
- Gartner Market Statistics, *Internet of Things, Endpoints and Communications, Worldwide, 2019-2029*, September 2020.

Reports used for data in “2023 Cloud Security Opportunity” estimate shown on slide 20:

- International Data Corporation, *Semiannual Public Cloud Services: 2019H2 Forecast Release, May 2020*
- International Data Corporation, *Market Forecast – Hybrid Cloud Workload Security Forecast, 2020-2024: Inhibited Growth Is the Reality of COVID-19*, July 2020.
- CSO Online, *How Much Should You Spend on Security?*, August 2019
- The company’s estimate of cloud security spend as a percentage of IT spend is intended to be an illustrative example of the potential market opportunity if cloud workloads were to be fully secured in the future. This figure is based on IDC’s recommended range as well as observed historical spending ratios for traditional security spend.

# APPENDIX (CONT'D)

## **DEFINITIONS OF NON-GAAP FINANCIAL MEASURES**

### ***Non-GAAP Subscription Gross Profit and Non-GAAP Subscription Gross Margin***

We define non-GAAP subscription gross profit and non-GAAP subscription gross margin as GAAP subscription gross profit and GAAP subscription gross margin, respectively, excluding stock-based compensation expense and amortization of acquired intangible assets. We believe non-GAAP subscription gross profit and non-GAAP subscription gross margin provide our management and investors consistency and comparability with our past financial performance and facilitate period-to-period comparisons of operations, as these measures eliminate the effects of certain variables unrelated to our overall operating performance.

### ***Non-GAAP Income (Loss) from Operations***

We define non-GAAP income (loss) from operations as GAAP loss from operations excluding stock-based compensation expense, amortization of acquired intangible assets, and acquisition-related expenses. We believe non-GAAP income (loss) from operations provides our management and investors consistency and comparability with our past financial performance and facilitates period-to-period comparisons of operations, as this metric generally eliminates the effects of certain variables unrelated to our overall operating performance.

### ***Free Cash Flow***

Free cash flow is a non-GAAP financial measure that we define as net cash provided by (used in) operating activities less purchases of property and equipment and capitalized internal-use software. We monitor free cash flow as one measure of our overall business performance, which enables us to analyze our future performance without the effects of non-cash items and allow us to better understand the cash needs of our business. While we believe that free cash flow is useful in evaluating our business, free cash flow is a non-GAAP financial measure that has limitations as an analytical tool, and free cash flow should not be considered as an alternative to, or substitute for, net cash provided by (used in) operating activities in accordance with GAAP. The utility of free cash flow as a measure of our liquidity is further limited as it does not represent the total increase or decrease in our cash balance for any given period. In addition, other companies, including companies in our industry, may calculate free cash flow differently or not at all, which reduces the usefulness of free cash flow as a tool for comparison.

# GAAP TO NON-GAAP RECONCILIATIONS

CROWDSTRIKE HOLDINGS, INC.  
GAAP to Non-GAAP Reconciliations  
(in thousands)  
(unaudited)

	FY17	FY18	FY19	FY20	FY21
GAAP cost of revenue	\$ 34,006	\$ 54,486	\$ 87,238	\$ 141,627	\$ 229,545
Less:					
Stock based compensation expense	91	341	894	7,712	17,710
Amortization of acquired intangible assets	97	287	327	323	1,057
Non-GAAP cost of revenue	<u>\$ 33,818</u>	<u>\$ 53,858</u>	<u>\$ 86,017</u>	<u>\$ 133,592</u>	<u>\$ 210,778</u>
GAAP subscription gross profit	\$ 13,517	\$ 52,711	\$ 150,193	\$ 323,849	\$ 618,458
Add:					
Stock based compensation expense	50	89	699	5,226	11,705
Amortization of acquired intangible assets	97	287	327	323	1,057
Non-GAAP subscription gross profit	<u>\$ 13,664</u>	<u>\$ 53,087</u>	<u>\$ 151,209</u>	<u>\$ 328,398</u>	<u>\$ 632,220</u>
GAAP professional services gross profit	\$ 5,222	\$ 11,555	\$ 12,393	\$ 15,937	\$ 25,435
Add:					
Stock based compensation expense	41	252	205	2,486	6,005
Non-GAAP professional services gross profit	<u>\$ 5,263</u>	<u>\$ 11,807</u>	<u>\$ 12,598</u>	<u>\$ 18,423</u>	<u>\$ 31,440</u>
GAAP Sales and marketing operating expenses	\$ 53,748	\$ 104,277	\$ 172,682	\$ 266,595	\$ 401,316
Less:					
Stock based compensation expense	638	1,386	5,175	23,919	50,557
Amortization of acquired intangible assets	—	21	143	123	362
Non-GAAP sales and marketing operating expenses	<u>\$ 53,110</u>	<u>\$ 102,870</u>	<u>\$ 167,364</u>	<u>\$ 242,553</u>	<u>\$ 350,397</u>
GAAP research and development operating expenses	\$ 39,145	\$ 58,887	\$ 84,551	\$ 130,188	\$ 214,670
Less:					
Stock based compensation expense	561	3,429	7,815	15,403	40,274
Amortization of acquired intangible assets	—	320	113	41	29
Non-GAAP research and development operating expenses	<u>\$ 38,584</u>	<u>\$ 55,138</u>	<u>\$ 76,623</u>	<u>\$ 114,744</u>	<u>\$ 174,367</u>
GAAP general and administrative operating expenses	\$ 16,402	\$ 32,542	\$ 42,217	\$ 89,068	\$ 121,436
Less:					
Stock based compensation expense	704	7,187	6,621	32,906	41,134
Acquisition-related expenses	—	167	—	—	3,758
Non-GAAP general and administrative operating expenses	<u>\$ 15,698</u>	<u>\$ 25,188</u>	<u>\$ 35,596</u>	<u>\$ 56,162</u>	<u>\$ 76,544</u>
GAAP loss from operations	\$ (90,556)	\$ (131,440)	\$ (136,864)	\$ (146,065)	\$ (92,529)
Add:					
Stock based compensation expense	1,994	12,343	20,505	79,940	149,675
Amortization of acquired intangible assets	97	628	583	487	1,448
Acquisition-related expenses	—	167	—	—	3,758
Non-GAAP income (loss) from operations	<u>\$ (88,465)</u>	<u>\$ (118,302)</u>	<u>\$ (115,776)</u>	<u>\$ (65,638)</u>	<u>\$ 62,352</u>

# GAAP TO NON-GAAP RECONCILIATIONS

CROWDSTRIKE HOLDINGS, INC.  
GAAP to Non-GAAP Reconciliations  
(in thousands)  
(unaudited)

	FY17	FY18	FY19	FY20	FY21
GAAP net cash provided by (used in) operating activities	\$ (51,998)	\$ (58,766)	\$ (22,968)	\$ 99,943	\$ 356,566
Less:					
Purchases of property and equipment	(6,591)	(22,906)	(35,851)	(80,198)	(52,799)
Capitalized internal-use software	(5,556)	(6,542)	(6,794)	(7,289)	(10,864)
Free cash flow	<u>\$ (64,145)</u>	<u>\$ (88,214)</u>	<u>\$ (65,613)</u>	<u>\$ 12,456</u>	<u>\$ 292,903</u>