

## **Explanation of Non-GAAP Financial Measures**

In addition to our results determined in accordance with U.S. generally accepted accounting principles (“GAAP”), we believe the following non-GAAP measures are useful in evaluating our operating performance. We use the following 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 and facilitates period-to-period comparisons of operations, as these measures eliminate the effects of certain variables unrelated to our overall operating 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.

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.

### ***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.

### ***Non-GAAP Income from Operations***

We define non-GAAP income from operations as GAAP loss from operations excluding stock-based compensation expense, amortization of acquired intangible assets (including purchased patents), acquisition-related expenses, mark-to-market adjustments on deferred compensation liabilities, and legal reserve and settlement charges.

### ***Non-GAAP Net Income Attributable to CrowdStrike***

We define non-GAAP net income attributable to CrowdStrike as GAAP net loss attributable to CrowdStrike excluding stock-based compensation expense, amortization of acquired intangible assets (including purchased patent), acquisition-related expenses, amortization of debt issuance costs and discount, mark-to-market adjustments on deferred compensation liabilities, legal reserve and settlement charges, losses (gains) and other income from strategic investments, gains on deferred compensation assets, and the tax costs for intellectual property integration relating to acquisitions.

### ***Non-GAAP Net Income per Share Attributable to CrowdStrike Common Stockholders, Basic and Diluted***

We define non-GAAP net income per share attributable to CrowdStrike common stockholders, as non-GAAP net income attributable to CrowdStrike common stockholders divided by the weighted-average shares outstanding, which includes the dilutive effect of potentially dilutive common stock equivalents outstanding during the period.

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

Free cash flow is a non-GAAP financial measure that we define as net cash provided by operating activities less purchases of property and equipment, capitalized internal-use software and website development, and purchases of deferred compensation investments. 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 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.

## **Explanation of Operational Measures**

### ***Annual Recurring Revenue***

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.

### ***Magic Number***

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:  $((\text{Quarter Subscription Revenue} - \text{Prior Quarter Subscription Revenue}) \times 4) / \text{Prior Quarter Non-GAAP Sales \& Marketing Expense}$ .

**CROWDSTRIKE HOLDINGS, INC.**

**Condensed Consolidated Statements of Operations**  
(in thousands, except per share data)  
(unaudited)

	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY22	FY23
<b>Revenue</b>										
Subscription	\$ 281,228	\$ 315,836	\$ 357,030	\$ 405,443	\$ 459,822	\$ 506,199	\$ 547,376	\$ 598,263	\$ 1,359,537	\$ 2,111,660
Professional services	21,615	21,854	23,021	25,567	28,012	28,954	33,506	39,104	92,057	129,576
<b>Total revenue</b>	<b>302,843</b>	<b>337,690</b>	<b>380,051</b>	<b>431,010</b>	<b>487,834</b>	<b>535,153</b>	<b>580,882</b>	<b>637,367</b>	<b>1,451,594</b>	<b>2,241,236</b>
<b>Cost of revenue</b>										
Subscription	64,903	75,993	85,464	95,544	107,942	120,087	134,229	149,426	321,904	511,684
Professional services	13,602	14,439	16,200	17,076	18,890	20,480	23,999	26,178	61,317	89,547
<b>Total cost of revenue</b>	<b>78,505</b>	<b>90,432</b>	<b>101,664</b>	<b>112,620</b>	<b>126,832</b>	<b>140,567</b>	<b>158,228</b>	<b>175,604</b>	<b>383,221</b>	<b>601,231</b>
<b>Gross profit</b>										
Subscription	216,325	239,843	271,566	309,899	351,880	386,112	413,147	448,837	1,037,633	1,599,976
Professional services	8,013	7,415	6,821	8,491	9,122	8,474	9,507	12,926	30,740	40,029
<b>Total gross profit</b>	<b>224,338</b>	<b>247,258</b>	<b>278,387</b>	<b>318,390</b>	<b>361,002</b>	<b>394,586</b>	<b>422,654</b>	<b>461,763</b>	<b>1,068,373</b>	<b>1,640,005</b>
<b>Operating expenses</b>										
Sales and marketing	135,131	153,861	164,960	162,594	193,532	224,766	239,672	246,439	616,546	904,409
Research and development	78,180	90,455	97,630	105,018	123,399	137,864	155,256	191,845	371,283	608,364
General and administrative	42,374	50,345	56,061	74,312	67,954	80,263	84,148	84,979	223,092	317,344
<b>Total operating expenses</b>	<b>255,685</b>	<b>294,661</b>	<b>318,651</b>	<b>341,924</b>	<b>384,885</b>	<b>442,893</b>	<b>479,076</b>	<b>523,263</b>	<b>1,210,921</b>	<b>1,830,117</b>
<b>Loss from operations</b>	<b>(31,347)</b>	<b>(47,403)</b>	<b>(40,264)</b>	<b>(23,534)</b>	<b>(23,883)</b>	<b>(48,307)</b>	<b>(56,422)</b>	<b>(61,500)</b>	<b>(142,548)</b>	<b>(190,112)</b>
Interest expense	(6,230)	(6,296)	(6,403)	(6,302)	(6,298)	(6,335)	(6,334)	(6,352)	(25,231)	(25,319)
Interest income	763	872	1,019	1,134	1,507	7,727	16,245	27,016	3,788	52,495
Other income (expense), net	4,005	(253)	(329)	545	1,705	3,380	750	(2,782)	3,968	3,053
<b>Loss before provision for income taxes</b>	<b>(32,809)</b>	<b>(53,080)</b>	<b>(45,977)</b>	<b>(28,157)</b>	<b>(26,969)</b>	<b>(43,535)</b>	<b>(45,761)</b>	<b>(43,618)</b>	<b>(160,023)</b>	<b>(159,883)</b>
Provision for income taxes	50,062	4,238	4,473	13,582	3,440	4,778	8,870	5,314	72,355	22,402
Net loss	(82,871)	(57,318)	(50,450)	(41,739)	(30,409)	(48,313)	(54,631)	(48,932)	(232,378)	(182,285)
Net income (loss) attributable to non-controlling interest	2,178	—	5	241	1,114	972	325	(1,451)	2,424	960
<b>Net loss attributable to CrowdStrike</b>	<b>\$ (85,049)</b>	<b>\$ (57,318)</b>	<b>\$ (50,455)</b>	<b>\$ (41,980)</b>	<b>\$ (31,523)</b>	<b>\$ (49,285)</b>	<b>\$ (54,956)</b>	<b>\$ (47,481)</b>	<b>\$ (234,802)</b>	<b>\$ (183,245)</b>
Net loss per share attributable to CrowdStrike common stockholders, basic and diluted	\$ (0.38)	\$ (0.25)	\$ (0.22)	\$ (0.18)	\$ (0.14)	\$ (0.21)	\$ (0.24)	\$ (0.20)	\$ (1.03)	\$ (0.79)
Weighted-average shares used in computing net loss per share attributable to CrowdStrike common stockholders, basic and diluted	224,153	226,362	228,293	229,662	231,179	232,554	233,785	235,027	227,142	233,139

**CROWDSTRIKE HOLDINGS, INC.**  
**Condensed Consolidated Balance Sheets**  
(in thousands)  
(unaudited)

	<u>Q1 FY22</u>	<u>Q2 FY22</u>	<u>Q3 FY22</u>	<u>Q4 FY22</u>	<u>Q1 FY23</u>	<u>Q2 FY23</u>	<u>Q3 FY23</u>	<u>Q4 FY23</u>
<b>Assets</b>								
Current assets:								
Cash and cash equivalents	\$ 1,684,997	\$ 1,787,051	\$ 1,907,508	\$ 1,996,633	\$ 2,152,736	\$ 2,318,858	\$ 2,466,551	\$ 2,455,369
Short-term investments	—	—	—	—	—	—	—	250,000
Accounts receivable, net of allowance for credit losses	211,233	266,540	283,272	368,145	369,130	418,799	485,313	626,181
Deferred contract acquisition costs, current	85,388	95,470	108,636	126,822	135,681	148,125	162,260	186,855
Prepaid expenses and other current assets	56,385	102,964	60,670	79,352	75,511	90,198	89,489	121,862
Total current assets	2,038,003	2,252,025	2,360,086	2,570,952	2,733,058	2,975,980	3,203,613	3,640,267
Strategic investments	8,165	14,165	22,665	23,632	28,665	35,585	46,395	47,270
Property and equipment, net	191,310	215,832	242,224	260,577	316,309	383,012	430,030	492,335
Operating lease right-of-use assets	36,683	34,854	33,893	31,735	28,701	28,463	25,621	39,936
Deferred contract acquisition costs, noncurrent	125,392	140,443	162,309	192,358	197,261	202,441	218,635	260,233
Goodwill	374,581	374,310	373,889	416,445	416,228	416,066	430,285	430,645
Intangible assets, net	88,851	85,580	82,870	97,336	93,945	89,840	89,500	86,889
Other long-term assets	18,186	18,836	21,681	25,346	21,668	22,849	25,364	28,965
Total assets	<u>\$ 2,881,171</u>	<u>\$ 3,136,045</u>	<u>\$ 3,299,617</u>	<u>\$ 3,618,381</u>	<u>\$ 3,835,835</u>	<u>\$ 4,154,236</u>	<u>\$ 4,469,443</u>	<u>\$ 5,026,540</u>
<b>Liabilities and Stockholders' Equity</b>								
Current liabilities:								
Accounts payable	\$ 3,468	\$ 19,642	\$ 7,167	\$ 47,634	\$ 11,024	\$ 53,817	\$ 89,289	\$ 45,372
Accrued expenses	49,627	70,162	76,758	83,382	94,966	101,181	88,918	137,884
Accrued payroll and benefits	79,099	95,462	94,738	104,563	116,406	102,687	122,558	168,767
Operating lease liabilities	9,333	9,374	9,706	9,820	9,967	10,316	10,423	13,046
Deferred revenue	786,793	882,969	974,571	1,136,502	1,249,198	1,363,558	1,483,223	1,727,484
Other current liabilities	54,445	59,219	78,607	24,929	15,542	17,691	22,642	16,519
Total current liabilities	982,765	1,136,828	1,241,547	1,406,830	1,497,103	1,649,250	1,817,053	2,109,072
Long-term debt	738,400	738,772	739,145	739,517	739,889	740,261	740,633	741,005
Deferred revenue, noncurrent	235,198	281,388	313,625	392,819	443,399	480,594	532,316	627,629
Operating lease liabilities, noncurrent	31,458	29,378	27,895	25,379	22,197	21,340	17,984	29,567
Other liabilities, noncurrent	39,953	38,278	17,835	16,193	16,250	19,444	23,825	31,833
Total liabilities	<u>\$ 2,027,774</u>	<u>\$ 2,224,644</u>	<u>\$ 2,340,047</u>	<u>\$ 2,580,738</u>	<u>\$ 2,718,838</u>	<u>\$ 2,910,889</u>	<u>\$ 3,131,811</u>	<u>\$ 3,539,106</u>
<b>Stockholders' Equity</b>								
Common stock	\$ 113	\$ 114	\$ 115	\$ 115	\$ 116	\$ 116	\$ 117	\$ 118
Additional paid-in capital	1,662,199	1,775,087	1,870,120	1,991,807	2,103,054	2,276,704	2,424,038	2,612,705
Accumulated deficit	(815,165)	(872,483)	(922,938)	(964,918)	(996,441)	(1,045,726)	(1,100,682)	(1,148,163)
Accumulated other comprehensive income (loss)	2,117	1,550	885	(1,240)	(4,188)	(5,675)	(9,184)	(1,019)
Total CrowdStrike Holdings, Inc. stockholders' equity	849,264	904,268	948,182	1,025,764	1,102,541	1,225,419	1,314,289	1,463,641
Non-controlling interest	4,133	7,133	11,388	11,879	14,456	17,928	23,343	23,793
Total stockholders' equity	853,397	911,401	959,570	1,037,643	1,116,997	1,243,347	1,337,632	1,487,434
Total liabilities and stockholders' equity	<u>\$ 2,881,171</u>	<u>\$ 3,136,045</u>	<u>\$ 3,299,617</u>	<u>\$ 3,618,381</u>	<u>\$ 3,835,835</u>	<u>\$ 4,154,236</u>	<u>\$ 4,469,443</u>	<u>\$ 5,026,540</u>

**CROWDSTRIKE HOLDINGS, INC.**  
**Condensed Consolidated Statements of Cash Flows**  
(in thousands)  
(unaudited)

	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY22	FY23
<b>Operating activities</b>										
Net loss	\$ (82,871)	\$ (57,318)	\$ (50,450)	\$ (41,739)	\$ (30,409)	\$ (48,313)	\$ (54,631)	\$ (48,932)	\$ (232,378)	\$ (182,285)
Adjustments to reconcile net loss to net cash provided by operating activities:										
Depreciation and amortization	11,974	12,995	14,537	16,402	16,341	17,805	19,476	23,623	55,908	77,245
Amortization of intangible assets	2,417	3,318	3,337	3,830	4,088	4,104	4,146	4,227	12,902	16,565
Amortization of deferred contract acquisition costs	24,376	26,043	29,293	34,172	37,592	39,962	43,996	49,258	113,884	170,808
Non-cash operating lease cost	2,180	2,289	2,258	2,376	2,237	2,287	2,294	2,622	9,103	9,440
Stock-based compensation expense	54,362	76,287	86,666	92,637	102,494	131,550	140,113	152,347	309,952	526,504
Deferred income taxes	(207)	(760)	(371)	(12,618)	1,752	(148)	682	(980)	(13,956)	1,306
Non-cash interest expense	595	604	625	645	669	697	711	736	2,469	2,813
Change in fair value of strategic investments	(4,356)	—	—	(467)	(2,208)	(1,920)	(629)	2,927	(4,823)	(1,830)
Changes in operating assets and liabilities, net of impact of acquisitions										
Accounts receivable, net	31,740	(55,643)	(16,741)	(84,710)	(1,058)	(49,670)	(66,512)	(140,869)	(125,354)	(258,109)
Deferred contract acquisition costs	(36,400)	(51,176)	(64,325)	(82,407)	(51,354)	(57,586)	(74,325)	(115,451)	(234,308)	(298,716)
Prepaid expenses and other assets	(685)	(46,002)	38,636	(21,484)	4,243	(15,181)	(3,183)	(32,686)	(29,535)	(46,807)
Accounts payable	(10,562)	15,945	(12,416)	40,281	(36,431)	37,225	24,213	(40,470)	33,248	(15,463)
Accrued expenses and other liabilities	42,180	25,110	7,136	(35,943)	(7,300)	13,023	16,097	37,103	38,483	58,923
Accrued payroll and benefits	5,969	16,884	(595)	10,423	13,235	(12,990)	21,390	43,591	32,681	65,226
Operating lease liabilities	(2,555)	(2,467)	(2,372)	(2,506)	(2,210)	(2,494)	(2,333)	(3,327)	(9,900)	(10,364)
Deferred revenue	109,376	142,366	123,840	240,826	163,276	151,555	171,346	339,574	616,408	825,751
Net cash provided by operating activities	147,533	108,475	159,058	159,718	214,957	209,906	242,851	273,293	574,784	941,007
<b>Investing activities</b>										
Purchases of property and equipment	(25,796)	(29,997)	(29,627)	(26,723)	(52,211)	(66,128)	(61,270)	(55,410)	(112,143)	(235,019)
Capitalized internal-use software and website development	(4,434)	(4,839)	(5,928)	(5,665)	(5,214)	(8,021)	(7,504)	(8,356)	(20,866)	(29,095)
Purchase of strategic investments	(1,309)	(6,000)	(8,500)	(500)	(2,825)	(5,000)	(10,181)	(3,802)	(16,309)	(21,808)
Business acquisitions, net of cash acquired	(353,407)	(339)	—	(60,772)	—	—	(18,464)	115	(414,518)	(18,349)
Purchase of intangible assets	—	—	(680)	—	(700)	—	—	(1,623)	(680)	(2,323)
Purchases of investments	—	—	—	—	—	—	—	(250,000)	—	(250,000)
Purchases of deferred compensation investments	—	—	—	—	—	—	—	(64)	—	(64)
Net cash used in investing activities	(384,946)	(41,175)	(44,735)	(93,660)	(60,950)	(79,149)	(97,419)	(319,140)	(564,516)	(556,658)
<b>Financing activities</b>										
Payments of debt issuance related to revolving line of credit	(219)	—	—	—	—	—	—	—	(219)	—
Payments of debt issuance costs related to Senior Notes	(1,581)	—	—	—	—	—	—	—	(1,581)	—
Repayment of loan payable	—	—	—	—	—	—	(1,591)	—	—	(1,591)
Proceeds from issuance of common stock upon exercise of stock options	3,754	5,738	3,304	3,103	3,106	1,813	1,477	2,259	15,899	8,655
Proceeds from issuance of common stock under the employee stock purchase plan	—	27,452	—	22,825	—	34,445	—	24,974	50,277	59,419
Capital contributions from non-controlling interest holders	655	3,000	4,250	250	1,462	2,501	5,090	1,901	8,155	10,954
Net cash provided by financing activities	2,609	36,190	7,554	26,178	4,568	38,759	4,976	29,134	72,531	77,437
Effect of foreign exchange rates on cash, cash equivalents and restricted cash	1,193	(1,436)	(1,420)	(3,111)	(2,472)	(1,858)	(2,744)	5,579	(4,774)	(1,495)
<b>Cash, Cash Equivalents &amp; Restricted Cash</b>										
Cash, cash equivalents and restricted cash, beginning of period	1,918,608	1,684,997	1,787,051	1,907,508	1,996,633	2,152,736	2,320,394	2,468,058	1,918,608	1,996,633
Net increase (decrease) in cash, cash equivalents and restricted cash	(233,611)	102,054	120,457	89,125	156,103	167,658	147,664	(11,134)	78,025	460,291
Cash, cash equivalents and restricted cash, end of period	\$ 1,684,997	\$ 1,787,051	\$ 1,907,508	\$ 1,996,633	\$ 2,152,736	\$ 2,320,394	\$ 2,468,058	\$ 2,456,924	\$ 1,996,633	\$ 2,456,924

**CROWDSTRIKE HOLDINGS, INC.**

**Statements of Operations: GAAP to Non-GAAP Reconciliations**

(in thousands, except per share data)  
(unaudited)

	<u>Q1 FY22</u>	<u>Q2 FY22</u>	<u>Q3 FY22</u>	<u>Q4 FY22</u>	<u>Q1 FY23</u>	<u>Q2 FY23</u>	<u>Q3 FY23</u>	<u>Q4 FY23</u>	<u>FY22</u>	<u>FY23</u>
GAAP subscription gross profit	\$ 216,325	\$ 239,843	\$ 271,566	\$ 309,899	\$ 351,880	\$ 386,112	\$ 413,147	\$ 448,837	\$ 1,037,633	\$ 1,599,976
Stock based compensation expense	4,285	5,294	5,969	6,496	6,578	7,271	8,108	10,134	22,044	32,091
Amortization of acquired intangible assets	1,995	2,771	2,784	3,208	3,425	3,427	3,484	3,571	10,758	13,907
Non-GAAP subscription gross profit	<u>\$ 222,605</u>	<u>\$ 247,908</u>	<u>\$ 280,319</u>	<u>\$ 319,603</u>	<u>\$ 361,883</u>	<u>\$ 396,810</u>	<u>\$ 424,739</u>	<u>\$ 462,542</u>	<u>\$ 1,070,435</u>	<u>\$ 1,645,974</u>
GAAP professional services gross profit	\$ 8,013	\$ 7,415	\$ 6,821	\$ 8,491	\$ 9,122	8,474	\$ 9,507	\$ 12,926	\$ 30,740	\$ 40,029
Stock based compensation expense	2,028	2,389	2,546	3,087	3,001	3,502	4,093	5,096	10,050	15,692
Non-GAAP professional services gross profit	<u>\$ 10,041</u>	<u>\$ 9,804</u>	<u>\$ 9,367</u>	<u>\$ 11,578</u>	<u>\$ 12,123</u>	<u>\$ 11,976</u>	<u>\$ 13,600</u>	<u>\$ 18,022</u>	<u>\$ 40,790</u>	<u>\$ 55,721</u>
GAAP sales and marketing operating expenses	\$ 135,131	\$ 153,861	\$ 164,960	\$ 162,594	\$ 193,532	\$ 224,766	\$ 239,672	\$ 246,439	\$ 616,546	\$ 904,409
Stock based compensation expense	(17,414)	(25,265)	(25,499)	(21,456)	(26,710)	(40,567)	(41,895)	(42,747)	(89,634)	(151,919)
Amortization of acquired intangible assets	(422)	(547)	(540)	(608)	(649)	(648)	(641)	(619)	(2,117)	(2,557)
Non-GAAP sales and marketing operating expenses	<u>\$ 117,295</u>	<u>\$ 128,049</u>	<u>\$ 138,921</u>	<u>\$ 140,530</u>	<u>\$ 166,173</u>	<u>\$ 183,551</u>	<u>\$ 197,136</u>	<u>\$ 203,073</u>	<u>\$ 524,795</u>	<u>\$ 749,933</u>
GAAP research and development operating expenses	\$ 78,180	\$ 90,455	\$ 97,630	\$ 105,018	\$ 123,399	\$ 137,864	\$ 155,256	\$ 191,845	\$ 371,283	\$ 608,364
Stock based compensation expense	(17,801)	(25,808)	(27,333)	(31,085)	(34,036)	(40,043)	(46,268)	(54,364)	(102,027)	(174,711)
Non-GAAP research and development operating expenses	<u>\$ 60,379</u>	<u>\$ 64,647</u>	<u>\$ 70,297</u>	<u>\$ 73,933</u>	<u>\$ 89,363</u>	<u>\$ 97,821</u>	<u>\$ 108,988</u>	<u>\$ 137,481</u>	<u>\$ 269,256</u>	<u>\$ 433,653</u>
GAAP general and administrative operating expenses	\$ 42,374	\$ 50,345	\$ 56,061	\$ 74,312	\$ 67,954	\$ 80,263	\$ 84,148	\$ 84,979	\$ 223,092	\$ 317,344
Stock based compensation expense	(12,834)	(17,531)	(25,319)	(30,513)	(32,169)	(40,167)	(39,749)	(40,006)	(86,197)	(152,091)
Acquisition-related expenses	(4,345)	(596)	(971)	(457)	(301)	—	(1,886)	(477)	(6,369)	(2,664)
Amortization of acquired intangible assets	—	—	(13)	(14)	(14)	(29)	(22)	(36)	(27)	(101)
Mark-to-market adjustments on deferred compensation liabilities	—	—	—	—	—	—	—	(1)	—	(1)
Legal reserve and settlement charges	—	(2,500)	—	(7,000)	—	—	—	—	(9,500)	—
Non-GAAP general and administrative operating expenses	<u>\$ 25,195</u>	<u>\$ 29,718</u>	<u>\$ 29,758</u>	<u>\$ 36,328</u>	<u>\$ 35,470</u>	<u>\$ 40,067</u>	<u>\$ 42,491</u>	<u>\$ 44,459</u>	<u>\$ 120,999</u>	<u>\$ 162,487</u>
GAAP loss from operations	\$ (31,347)	\$ (47,403)	\$ (40,264)	\$ (23,534)	\$ (23,883)	\$ (48,307)	\$ (56,422)	\$ (61,500)	\$ (142,548)	\$ (190,112)
Stock based compensation expense	54,362	76,287	86,666	92,637	102,494	131,550	140,113	152,347	309,952	526,504
Amortization of acquired intangible assets	2,417	3,318	3,337	3,830	4,088	4,104	4,147	4,226	12,902	16,565
Acquisition-related expenses	4,345	596	971	457	301	—	1,886	477	6,369	2,664
Mark-to-market adjustments on deferred compensation liabilities	—	—	—	—	—	—	—	1	—	1
Legal reserve and settlement charges	—	2,500	—	7,000	—	—	—	—	9,500	—
Non-GAAP income from operations	<u>\$ 29,777</u>	<u>\$ 35,298</u>	<u>\$ 50,710</u>	<u>\$ 80,390</u>	<u>\$ 83,000</u>	<u>\$ 87,347</u>	<u>\$ 89,724</u>	<u>\$ 95,551</u>	<u>\$ 196,175</u>	<u>\$ 355,622</u>

**CROWDSTRIKE HOLDINGS, INC.**  
**Statements of Operations: GAAP to Non-GAAP Reconciliations (continued)**  
(in thousands, except per share data)  
(unaudited)

	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY22	FY23
GAAP net loss attributable to CrowdStrike	\$ (85,049)	\$ (57,318)	\$ (50,455)	\$ (41,980)	\$ (31,523)	\$ (49,285)	\$ (54,956)	\$ (47,481)	\$ (234,802)	\$ (183,245)
Stock based compensation expense	54,362	76,287	86,666	92,637	102,494	131,550	140,113	152,347	309,952	526,504
Amortization of acquired intangible assets	2,417	3,318	3,337	3,830	4,088	4,104	4,147	4,226	12,902	16,565
Acquisition-related expenses	4,345	596	971	457	301	—	1,886	477	6,369	2,664
Amortization of debt issuance costs and discount	547	546	546	548	546	547	546	548	2,187	2,187
Mark-to-market adjustments on deferred compensation liabilities	—	—	—	—	—	—	—	1	—	1
Legal reserve and settlement charges	—	2,500	—	7,000	—	—	—	—	9,500	—
Provision for income taxes <sup>(1)</sup>	48,824	—	—	8,412	—	—	4,658	—	57,236	4,658
Losses (gains) and other income from strategic investments attributable to CrowdStrike	(2,178)	—	(5)	(505)	(1,114)	(972)	(325)	1,451	(2,688)	(960)
Gains on deferred compensation assets	—	—	—	—	—	—	—	(1)	—	(1)
Non-GAAP net income attributable to CrowdStrike	\$ 23,268	\$ 25,929	\$ 41,060	\$ 70,399	\$ 74,792	\$ 85,944	\$ 96,069	\$ 111,568	\$ 160,656	\$ 368,373
Weighted-average shares used in computing basic net loss per share attributable to CrowdStrike common stockholders (GAAP)	224,153	226,362	228,293	229,662	231,179	232,554	233,785	235,027	227,142	233,139
GAAP basic net loss per share attributable to CrowdStrike common stockholders	\$ (0.38)	\$ (0.25)	\$ (0.22)	\$ (0.18)	\$ (0.14)	\$ (0.21)	\$ (0.24)	\$ (0.20)	\$ (1.03)	\$ (0.79)
GAAP diluted net loss per share attributable to CrowdStrike common stockholders	\$ (0.38)	\$ (0.25)	\$ (0.22)	\$ (0.18)	\$ (0.14)	\$ (0.21)	\$ (0.24)	\$ (0.20)	\$ (1.03)	\$ (0.79)
Stock-based compensation	0.23	0.32	0.36	0.39	0.43	0.55	0.59	0.64	1.30	2.20
Amortization of acquired intangible assets	0.01	0.01	0.01	0.02	0.02	0.02	0.02	0.02	0.05	0.07
Acquisition-related expenses	0.02	—	—	—	—	—	0.01	—	0.03	0.01
Amortization of debt issuance costs and discount	—	—	—	—	—	—	—	—	0.01	0.01
Mark-to-market adjustments on deferred compensation liabilities	—	—	—	—	—	—	—	—	—	—
Legal reserve and settlement charges	—	0.01	—	0.03	—	—	—	—	0.04	—
Provision for income taxes <sup>(1)</sup>	0.21	—	—	0.04	—	—	0.02	—	0.24	0.02
Adjustment to fully diluted earnings per share <sup>(2)</sup>	0.02	0.02	0.02	—	—	—	—	—	0.04	—
Losses (gains) and other income from strategic investments attributable to CrowdStrike	(0.01)	—	—	—	—	—	—	0.01	(0.01)	—
Gains on deferred compensation assets	—	—	—	—	—	—	—	—	—	—
Non-GAAP diluted net income per share attributable to CrowdStrike common stockholders	\$ 0.10	\$ 0.11	\$ 0.17	\$ 0.30	\$ 0.31	\$ 0.36	\$ 0.40	\$ 0.47	\$ 0.67	\$ 1.52
Weighted-average shares used in diluted net income (loss) per share attributable to CrowdStrike common stockholders calculation:										
GAAP	224,153	226,362	228,293	229,662	231,179	232,554	233,785	235,027	227,142	233,139
Non-GAAP	237,363	238,043	238,563	238,486	238,654	238,727	239,502	239,501	238,123	239,098

(1) We use our GAAP provision for income taxes for the purpose of determining our non-GAAP income tax expense. The tax costs for intellectual property integration relating to acquisitions are included in the GAAP provision for income taxes. The income tax benefits related to stock-based compensation, amortization of acquired intangible assets, including purchased patents, acquisition related expenses, amortization of debt issuance costs and discount, losses (gains) and other income from strategic investments attributable to CrowdStrike, mark-to-market adjustments on deferred compensation liabilities, gains on deferred compensation assets, and legal reserve and settlement charges included in the GAAP provision for income taxes were not material for all periods presented.

(2) For periods in which we had diluted non-GAAP net income per share attributable to CrowdStrike common stockholders, the sum of the impact of individual reconciling items may not total to diluted Non-GAAP net income per share attributable to CrowdStrike common stockholders because the basic share counts used to calculate GAAP net loss per share attributable to CrowdStrike common stockholders differ from the diluted share counts used to calculate non-GAAP net income per share attributable to CrowdStrike common stockholders and because of rounding differences. The GAAP net loss per share attributable to CrowdStrike common stockholders calculation uses a lower share count as it excludes dilutive shares which are included in calculating the non-GAAP net income per share attributable to CrowdStrike common stockholders.

## CROWDSTRIKE HOLDINGS, INC.

### Additional Metrics

(In thousands, except percentages and customer count)  
(unaudited)

	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY22	FY23
Annual recurring revenue	\$ 1,193,889	\$ 1,344,451	\$ 1,514,453	\$ 1,731,342	\$ 1,921,831	\$ 2,139,906	\$ 2,338,028	\$ 2,559,694	\$ 1,731,342	\$ 2,559,694
Year-over-year growth	74%	70%	67%	65%	61%	59%	54%	48%	65%	48%
Deferred revenue	\$ 1,021,991	\$ 1,164,357	\$ 1,288,196	\$ 1,529,321	\$ 1,692,597	\$ 1,844,152	\$ 2,015,539	\$ 2,355,113	\$ 1,529,321	\$ 2,355,113
Backlog	449,682	512,848	654,749	735,755	662,099	661,679	782,220	1,013,374	735,755	1,013,374
Remaining performance obligations	\$ 1,471,673	\$ 1,677,205	\$ 1,942,945	\$ 2,265,076	\$ 2,354,696	\$ 2,505,831	\$ 2,797,759	\$ 3,368,487	\$ 2,265,076	\$ 3,368,487
Subscription customer count	11,420	13,080	14,687	16,325	17,945	19,686	21,146	23,019	16,325	23,019
Year-over-year growth	82%	81%	75%	65%	57%	51%	44%	41%	65%	41%
Free cash flow reconciliation:										
GAAP net cash provided by operating activities	\$ 147,533	\$ 108,475	\$ 159,058	\$ 159,718	\$ 214,957	\$ 209,906	\$ 242,851	\$ 273,293	\$ 574,784	\$ 941,007
Purchases of property and equipment	(25,796)	(29,997)	(29,627)	(26,723)	(52,211)	(66,128)	(61,270)	(55,410)	(112,143)	(235,019)
Capitalized internal-use software and website development	(4,434)	(4,839)	(5,928)	(5,665)	(5,214)	(8,021)	(7,504)	(8,356)	(20,866)	(29,095)
Purchases of deferred compensation investments	—	—	—	—	—	—	—	(64)	—	(64)
Free cash flow	\$ 117,303	\$ 73,639	\$ 123,503	\$ 127,330	\$ 157,532	\$ 135,757	\$ 174,077	\$ 209,463	\$ 441,775	\$ 676,829
Revenue by geographic regions:										
United States	\$ 219,802	\$ 244,668	\$ 276,698	\$ 305,306	\$ 345,593	\$ 374,258	\$ 403,302	\$ 440,414	\$ 1,046,474	\$ 1,563,567
Europe, Middle East, and Africa	41,649	46,550	50,721	61,278	70,625	77,096	85,665	94,543	200,198	327,929
Asia Pacific	29,000	32,998	37,265	43,423	48,079	54,623	60,011	65,411	142,686	228,124
Other	12,392	13,474	15,367	21,003	23,537	29,176	31,904	36,999	62,236	121,616
Total revenue	\$ 302,843	\$ 337,690	\$ 380,051	\$ 431,010	\$ 487,834	\$ 535,153	\$ 580,882	\$ 637,367	\$ 1,451,594	\$ 2,241,236
Geographic breakdown of total revenue:										
United States	73%	72%	73%	71%	71%	70%	69%	69%	72%	70%
Europe, Middle East, and Africa	14%	14%	13%	14%	14%	14%	15%	15%	14%	15%
Asia Pacific	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
Other	3%	4%	4%	5%	5%	6%	6%	6%	4%	5%
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Non-GAAP gross margin	77%	76%	76%	77%	77%	76%	75%	75%	77%	76%
Non-GAAP subscription gross margin	79%	78%	79%	79%	79%	78%	78%	77%	79%	78%
Non-GAAP operating expenses	\$ 202,869	\$ 222,414	\$ 238,976	\$ 250,791	\$ 291,006	\$ 321,439	\$ 348,615	\$ 385,013	\$ 915,050	\$ 1,346,073
Non-GAAP operating expenses as a percentage of revenue	67%	66%	63%	58%	60%	60%	60%	60%	63%	60%
Non-GAAP operating margin	10%	10%	13%	19%	17%	16%	15%	15%	14%	16%