

## **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.

## **Change in Non-GAAP Measures Presentation**

Effective as of February 1, 2025, the beginning of our fiscal year ending January 31, 2026, we are presenting employer payroll taxes related to employee stock-based award transactions as part of stock-based compensation expense in the GAAP to Non-GAAP reconciliation. These payroll taxes have been excluded from our non-GAAP results as they are tied to the timing and size of the vesting or exercise of the underlying stock-based awards and the price of our common stock at the time of vesting or exercise, which may vary from period to period. In addition, effective second quarter fiscal year 2026, we adopted a 21.0% long-term projected non-GAAP tax rate, reduced from the previous rate of 22.5%, in connection with the enactment of the One Big Beautiful Bill Act. This rate reflects the anticipated tax benefit from earning income outside the United States (U.S.) while retaining intellectual property within the U.S. The change is applied prospectively, and the tax rate for prior periods remains unchanged.

## ***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 related employer payroll taxes, amortization of acquired intangible assets, and strategic plan related charges (benefits), net.

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

We define non-GAAP income from operations as GAAP income (loss) from operations excluding stock-based compensation expense and related employer payroll taxes, amortization of acquired intangible assets (including purchased patents), acquisition-related expenses (credits), net, mark-to-market adjustments on deferred compensation liabilities, legal reserve and settlement charges or benefits, costs (recoveries) associated with the July 19 Incident and related matters, net, and strategic plan related charges (benefits), net.

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

We define non-GAAP net income attributable to CrowdStrike as GAAP net income (loss) attributable to CrowdStrike excluding stock-based compensation expense and related employer payroll taxes, amortization of acquired intangible assets (including purchased patents), acquisition-related expenses (credits), net, amortization of debt issuance costs and discount, mark-to-market adjustments on deferred compensation liabilities, legal reserve and settlement charges or benefits, costs (recoveries) associated with the July 19 Incident and related matters, net, strategic plan related charges (benefits), net, losses (gains) and other expense (income) from strategic investments, and losses (gains) on deferred compensation assets, and is adjusted for our long-term non-GAAP effective tax rate.

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

We define non-GAAP net income per share attributable to CrowdStrike common stockholders, as non-GAAP net income attributable to CrowdStrike 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, purchases of deferred compensation investments, and proceeds from sale 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.

**CROWDSTRIKE HOLDINGS, INC.**

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

	<u>Q1 FY24</u>	<u>Q2 FY24</u>	<u>Q3 FY24</u>	<u>Q4 FY24</u>	<u>Q1 FY25</u>	<u>Q2 FY25</u>	<u>Q3 FY25</u>	<u>Q4 FY25</u>	<u>Q1 FY26</u>	<u>Q2 FY26</u>	<u>Q3 FY26</u>	<u>Q4 FY26</u>	<u>FY24</u>	<u>FY25</u>	<u>FY26</u>
<b>Revenue</b>															
Subscription	\$ 651,175	\$ 689,972	\$ 733,463	\$ 795,947	\$ 872,172	\$ 918,257	\$ 962,735	\$1,008,316	\$1,050,768	\$1,102,945	\$1,168,705	\$1,242,265	\$2,870,557	\$3,761,480	\$4,564,683
Professional services	41,405	41,654	52,551	49,388	48,864	45,615	47,443	50,222	52,666	66,007	65,539	63,110	184,998	192,144	247,322
<b>Total revenue</b>	<u>692,580</u>	<u>731,626</u>	<u>786,014</u>	<u>845,335</u>	<u>921,036</u>	<u>963,872</u>	<u>1,010,178</u>	<u>1,058,538</u>	<u>1,103,434</u>	<u>1,168,952</u>	<u>1,234,244</u>	<u>1,305,375</u>	<u>3,055,555</u>	<u>3,953,624</u>	<u>4,812,005</u>
<b>Cost of revenue</b>															
Subscription	142,714	153,963	160,334	175,732	189,794	200,042	216,023	228,719	241,360	252,451	256,995	265,109	632,743	834,578	1,015,915
Professional services	27,529	30,019	35,424	33,214	35,532	37,669	38,731	43,662	46,515	56,100	49,595	50,804	126,186	155,594	203,014
<b>Total cost of revenue</b>	<u>170,243</u>	<u>183,982</u>	<u>195,758</u>	<u>208,946</u>	<u>225,326</u>	<u>237,711</u>	<u>254,754</u>	<u>272,381</u>	<u>287,875</u>	<u>308,551</u>	<u>306,590</u>	<u>315,913</u>	<u>758,929</u>	<u>990,172</u>	<u>1,218,929</u>
<b>Gross profit</b>															
Subscription	508,461	536,009	573,129	620,215	682,378	718,215	746,712	779,597	809,408	850,494	911,710	977,156	2,237,814	2,926,902	3,548,768
Professional services	13,876	11,635	17,127	16,174	13,332	7,946	8,712	6,560	6,151	9,907	15,944	12,306	58,812	36,550	44,308
<b>Total gross profit</b>	<u>522,337</u>	<u>547,644</u>	<u>590,256</u>	<u>636,389</u>	<u>695,710</u>	<u>726,161</u>	<u>755,424</u>	<u>786,157</u>	<u>815,559</u>	<u>860,401</u>	<u>927,654</u>	<u>989,462</u>	<u>2,296,626</u>	<u>2,963,452</u>	<u>3,593,076</u>
<b>Operating expenses</b>															
Sales and marketing	281,595	281,886	286,356	290,438	350,257	355,445	408,234	409,065	439,211	446,580	480,668	464,795	1,140,275	1,523,001	1,831,254
Research and development	183,133	182,401	198,821	215,964	236,620	251,391	275,258	312,318	330,926	342,533	343,584	367,727	780,319	1,075,587	1,384,770
General and administrative	83,640	102,752	105,674	103,107	104,088	106,800	126,297	144,079	164,135	176,745	165,624	163,840	395,173	481,264	670,344
<b>Total operating expenses</b>	<u>548,368</u>	<u>567,039</u>	<u>590,851</u>	<u>609,509</u>	<u>690,965</u>	<u>713,636</u>	<u>809,789</u>	<u>865,462</u>	<u>934,272</u>	<u>965,858</u>	<u>989,876</u>	<u>996,362</u>	<u>2,315,767</u>	<u>3,079,852</u>	<u>3,886,368</u>
<b>Income (loss) from operations</b>	<u>(26,031)</u>	<u>(19,395)</u>	<u>(595)</u>	<u>26,880</u>	<u>4,745</u>	<u>12,525</u>	<u>(54,365)</u>	<u>(79,305)</u>	<u>(118,713)</u>	<u>(105,457)</u>	<u>(62,222)</u>	<u>(6,900)</u>	<u>(19,141)</u>	<u>(116,400)</u>	<u>(293,292)</u>
Interest expense	(6,387)	(6,444)	(6,503)	(6,422)	(6,511)	(6,549)	(6,587)	(6,664)	(6,715)	(6,823)	(6,931)	(7,552)	(25,756)	(26,311)	(28,021)
Interest income	30,521	36,638	40,086	41,685	45,850	51,526	52,201	46,597	45,380	50,850	50,883	47,856	148,930	196,174	194,969
Other income (expense), net	230	(1,734)	(474)	3,616	7,656	(1,031)	(429)	(1,095)	(3,896)	(2,722)	2,223	3,750	1,638	5,101	(645)
<b>Income (loss) before provision for income taxes</b>	<u>(1,667)</u>	<u>9,065</u>	<u>32,514</u>	<u>65,759</u>	<u>51,740</u>	<u>56,471</u>	<u>(9,180)</u>	<u>(40,467)</u>	<u>(83,944)</u>	<u>(64,152)</u>	<u>(16,047)</u>	<u>37,154</u>	<u>105,671</u>	<u>58,564</u>	<u>(126,989)</u>
Provision (benefit) for income taxes	4,409	4,611	9,603	13,609	7,667	10,914	6,281	46,268	21,106	5,971	10,720	(3,621)	32,232	71,130	34,176
Net income (loss)	<u>(6,076)</u>	<u>4,454</u>	<u>22,911</u>	<u>52,150</u>	<u>44,073</u>	<u>45,557</u>	<u>(15,461)</u>	<u>(86,735)</u>	<u>(105,050)</u>	<u>(70,123)</u>	<u>(26,767)</u>	<u>40,775</u>	<u>73,439</u>	<u>(12,566)</u>	<u>(161,165)</u>
Net income (loss) attributable to non-controlling interest	8	4	4	1,242	3,444	(323)	3	(449)	(786)	30	9	2,084	1,258	2,675	1,337
<b>Net income (loss) attributable to CrowdStrike</b>	<u>\$ (6,084)</u>	<u>\$ 4,450</u>	<u>\$ 22,907</u>	<u>\$ 50,908</u>	<u>\$ 40,629</u>	<u>\$ 45,880</u>	<u>\$ (15,464)</u>	<u>\$ (86,286)</u>	<u>\$ (104,264)</u>	<u>\$ (70,153)</u>	<u>\$ (26,776)</u>	<u>\$ 38,691</u>	<u>\$ 72,181</u>	<u>\$ (15,241)</u>	<u>\$ (162,502)</u>
Net income (loss) per share attributable to CrowdStrike common stockholders:															
Basic	<u>\$ (0.03)</u>	<u>\$ 0.02</u>	<u>\$ 0.10</u>	<u>\$ 0.21</u>	<u>\$ 0.17</u>	<u>\$ 0.19</u>	<u>\$ (0.06)</u>	<u>\$ (0.35)</u>	<u>\$ (0.42)</u>	<u>\$ (0.28)</u>	<u>\$ (0.11)</u>	<u>\$ 0.15</u>	<u>\$ 0.30</u>	<u>\$ (0.06)</u>	<u>\$ (0.65)</u>
Diluted	<u>\$ (0.03)</u>	<u>\$ 0.02</u>	<u>\$ 0.09</u>	<u>\$ 0.21</u>	<u>\$ 0.16</u>	<u>\$ 0.18</u>	<u>\$ (0.06)</u>	<u>\$ (0.35)</u>	<u>\$ (0.42)</u>	<u>\$ (0.28)</u>	<u>\$ (0.11)</u>	<u>\$ 0.15</u>	<u>\$ 0.30</u>	<u>\$ (0.06)</u>	<u>\$ (0.65)</u>
Weighted-average shares used in computing net income (loss) per share attributable to CrowdStrike common stockholders															
Basic	<u>236,414</u>	<u>237,911</u>	<u>239,297</u>	<u>240,856</u>	<u>242,389</u>	<u>244,091</u>	<u>245,536</u>	<u>246,933</u>	<u>248,432</u>	<u>249,909</u>	<u>251,326</u>	<u>252,566</u>	<u>238,637</u>	<u>244,750</u>	<u>250,576</u>
Diluted	<u>236,414</u>	<u>242,144</u>	<u>243,799</u>	<u>247,936</u>	<u>250,164</u>	<u>251,265</u>	<u>245,536</u>	<u>246,933</u>	<u>248,432</u>	<u>249,909</u>	<u>251,326</u>	<u>258,133</u>	<u>243,635</u>	<u>244,750</u>	<u>250,576</u>

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

	<u>Q1 FY24</u>	<u>Q2 FY24</u>	<u>Q3 FY24</u>	<u>Q4 FY24</u>	<u>Q1 FY25</u>	<u>Q2 FY25</u>	<u>Q3 FY25</u>	<u>Q4 FY25</u>	<u>Q1 FY26</u>	<u>Q2 FY26</u>	<u>Q3 FY26</u>	<u>Q4 FY26</u>
<b>Assets</b>												
Current assets:												
Cash and cash equivalents	\$2,829,677	\$3,167,215	\$2,968,872	\$3,375,069	\$3,702,437	\$4,038,536	\$4,260,324	\$4,323,295	\$4,614,153	\$4,972,436	\$4,801,083	\$ 5,230,125
Short-term investments	100,000	—	197,522	99,591	—	—	—	—	—	—	—	—
Accounts receivable, net of allowance for credit losses	461,092	539,463	561,872	853,105	702,856	661,045	813,922	1,128,564	808,694	886,557	1,013,116	1,361,844
Deferred contract acquisition costs, current	186,901	197,111	209,216	246,370	244,651	251,246	294,229	347,042	351,805	372,543	398,708	447,455
Prepaid expenses and other current assets	131,100	146,597	141,651	183,172	191,678	230,821	203,852	314,444	296,146	302,818	306,375	379,695
Total current assets	<u>3,708,770</u>	<u>4,050,386</u>	<u>4,079,133</u>	<u>4,757,307</u>	<u>4,841,622</u>	<u>5,181,648</u>	<u>5,572,327</u>	<u>6,113,345</u>	<u>6,070,798</u>	<u>6,534,354</u>	<u>6,519,282</u>	<u>7,419,119</u>
Strategic investments	57,877	59,541	59,541	56,244	58,419	58,246	68,246	72,544	71,339	72,482	81,332	76,832
Property and equipment, net	523,721	561,587	581,037	620,172	627,381	648,474	746,567	788,640	826,069	869,240	926,963	976,331
Operating lease right-of-use assets	50,459	46,179	50,941	48,211	48,598	45,897	46,289	42,763	39,190	63,399	67,359	69,860
Deferred contract acquisition costs, noncurrent	254,397	261,574	273,859	335,933	330,004	341,539	421,773	500,908	496,045	517,088	556,221	655,658
Goodwill	430,755	430,697	637,678	638,041	721,973	721,996	722,016	912,805	913,285	913,325	1,352,927	1,363,294
Intangible assets, net	83,215	79,139	109,423	114,518	122,024	115,686	109,354	133,114	125,486	117,858	144,405	136,702
Other long-term assets	28,664	31,355	39,444	76,094	91,964	88,988	96,386	137,459	178,150	201,113	316,858	388,888
Total assets	<u>\$5,137,858</u>	<u>\$5,520,458</u>	<u>\$5,831,056</u>	<u>\$6,646,520</u>	<u>\$6,841,985</u>	<u>\$7,202,474</u>	<u>\$7,782,958</u>	<u>\$8,701,578</u>	<u>\$8,720,362</u>	<u>\$9,288,859</u>	<u>\$9,965,347</u>	<u>\$11,086,684</u>
<b>Liabilities and Stockholders' Equity</b>												
Current liabilities:												
Accounts payable	\$ 16,900	\$ 37,073	\$ 56,968	\$ 28,180	\$ 21,299	\$ 21,067	\$ 79,214	\$ 130,887	\$ 16,404	\$ 120,554	\$ 131,596	\$ 105,319
Accrued expenses	91,494	122,419	146,050	125,896	102,116	101,300	176,598	191,349	166,770	210,529	190,009	181,089
Accrued payroll and benefits	151,099	138,471	169,768	234,624	216,695	205,429	324,889	319,243	286,607	299,521	357,653	389,690
Operating lease liabilities	16,215	16,133	14,430	14,150	16,020	17,031	15,658	13,811	11,964	12,860	15,929	18,232
Deferred revenue	1,788,304	1,894,005	1,942,750	2,270,757	2,309,329	2,348,464	2,363,258	2,733,005	2,747,137	2,781,196	2,851,488	3,421,051
Other current liabilities	16,052	21,362	20,451	23,672	18,227	35,028	40,763	72,755	53,652	51,278	53,220	68,811
Total current liabilities	<u>2,080,064</u>	<u>2,229,463</u>	<u>2,350,417</u>	<u>2,697,279</u>	<u>2,683,686</u>	<u>2,728,319</u>	<u>3,000,380</u>	<u>3,461,050</u>	<u>3,282,534</u>	<u>3,475,938</u>	<u>3,599,895</u>	<u>4,184,192</u>
Long-term debt	741,377	741,750	742,122	742,494	742,866	743,238	743,610	743,983	744,355	744,727	745,099	745,471
Deferred revenue, noncurrent	615,487	613,637	600,366	783,342	760,050	744,733	833,260	995,672	1,024,258	1,053,661	1,211,762	1,332,387
Operating lease liabilities, noncurrent	36,774	32,688	38,371	36,230	34,090	31,704	32,683	31,107	29,079	52,941	57,018	56,374
Other liabilities, noncurrent	29,797	32,820	38,933	50,086	52,511	63,890	77,414	150,849	149,122	166,901	292,556	295,655
Total liabilities	<u>3,503,499</u>	<u>3,650,358</u>	<u>3,770,209</u>	<u>4,309,431</u>	<u>4,273,203</u>	<u>4,311,884</u>	<u>4,687,347</u>	<u>5,382,661</u>	<u>5,229,348</u>	<u>5,494,168</u>	<u>5,906,330</u>	<u>6,614,079</u>
<b>Stockholders' Equity</b>												
Common stock	118	119	120	121	122	123	124	124	125	125	126	127
Additional paid-in capital	2,788,608	3,016,288	3,190,316	3,410,791	3,604,848	3,874,685	4,094,091	4,409,503	4,669,701	5,045,512	5,336,567	5,694,549
Accumulated deficit	(1,183,564)	(1,179,113)	(1,156,206)	(1,105,299)	(1,064,670)	(1,018,791)	(1,034,256)	(1,120,540)	(1,224,804)	(1,294,957)	(1,321,733)	(1,283,042)
Accumulated other comprehensive income (loss)	139	913	(5,280)	(1,663)	(4,760)	(3,102)	(2,026)	(9,593)	5,855	6,000	1,537	16,756
Total CrowdStrike Holdings, Inc. stockholders' equity	<u>1,605,301</u>	<u>1,838,207</u>	<u>2,028,950</u>	<u>2,303,950</u>	<u>2,535,540</u>	<u>2,852,915</u>	<u>3,057,933</u>	<u>3,279,494</u>	<u>3,450,877</u>	<u>3,756,680</u>	<u>4,016,497</u>	<u>4,428,390</u>
Non-controlling interest	29,058	31,893	31,897	33,139	33,242	37,675	37,678	39,423	40,137	38,011	42,520	44,215
Total stockholders' equity	<u>1,634,359</u>	<u>1,870,100</u>	<u>2,060,847</u>	<u>2,337,089</u>	<u>2,568,782</u>	<u>2,890,590</u>	<u>3,095,611</u>	<u>3,318,917</u>	<u>3,491,014</u>	<u>3,794,691</u>	<u>4,059,017</u>	<u>4,472,605</u>
Total liabilities and stockholders' equity	<u>\$5,137,858</u>	<u>\$5,520,458</u>	<u>\$5,831,056</u>	<u>\$6,646,520</u>	<u>\$6,841,985</u>	<u>\$7,202,474</u>	<u>\$7,782,958</u>	<u>\$8,701,578</u>	<u>\$8,720,362</u>	<u>\$9,288,859</u>	<u>\$9,965,347</u>	<u>\$11,086,684</u>

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

	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY24	FY25	FY26
<b>Operating activities</b>															
Net income (loss)	\$ (6,076)	\$ 4,454	\$ 22,911	\$ 52,150	\$ 44,073	\$ 45,557	\$ (15,461)	\$ (86,735)	\$ (105,050)	\$ (70,123)	\$ (26,767)	\$ 40,775	\$ 73,439	\$ (12,566)	\$ (161,165)
Adjustments to reconcile net income (loss) to net cash provided by operating activities:															
Depreciation and amortization	26,409	29,775	33,788	36,866	42,689	46,247	48,915	50,101	56,423	60,411	64,049	69,335	126,838	187,952	250,218
Amortization of intangible assets	4,174	4,102	4,637	5,503	5,995	6,337	6,333	7,339	7,634	7,627	7,800	8,172	18,416	26,004	31,233
Amortization of deferred contract acquisition costs	55,322	57,555	60,281	65,743	74,128	73,723	79,862	91,124	102,903	107,038	115,493	123,979	238,901	318,837	449,413
Non-cash operating lease cost	3,092	3,239	3,394	3,673	3,372	3,795	3,933	4,183	4,186	4,531	3,908	4,572	13,398	15,283	17,197
Stock-based compensation expense	137,431	168,799	163,372	179,063	185,316	202,010	207,530	266,535	247,661	279,631	274,750	294,637	648,665	861,391	1,096,679
Deferred income taxes	(255)	(97)	(2,003)	(1,032)	(255)	(1,674)	(193)	(7,781)	(1,681)	(639)	(3,042)	(9,435)	(3,387)	(9,903)	(14,797)
Realized (gains) loss on strategic investments	—	—	—	(3,936)	(6,881)	654	—	(94)	—	—	—	(4,161)	(3,936)	(6,321)	(4,161)
Non-cash interest expense	754	777	806	836	874	911	963	1,015	1,088	1,205	1,240	1,911	3,173	3,763	5,444
Accretion of short-term investments purchased at a discount	—	—	(1,934)	(351)	2,285	—	—	—	—	—	—	—	(2,285)	2,285	—
Change in fair value of strategic investments	—	—	—	1,459	—	—	—	1,000	1,579	—	—	—	1,459	1,000	1,579
Changes in operating assets and liabilities, net of impact of acquisitions															
Accounts receivable, net	165,089	(78,371)	(20,860)	(283,557)	150,249	41,811	(152,876)	(313,403)	319,871	(77,863)	(125,812)	(348,724)	(217,699)	(274,219)	(232,528)
Deferred contract acquisition costs	(49,532)	(72,475)	(84,671)	(164,971)	(66,480)	(91,853)	(203,079)	(223,072)	(102,803)	(148,819)	(180,038)	(272,047)	(371,649)	(584,484)	(703,707)
Prepaid expenses and other assets	(8,542)	(17,796)	4,366	(80,548)	(28,602)	(34,622)	20,392	(147,400)	(20,995)	(29,416)	(29,029)	(126,717)	(102,520)	(190,232)	(206,157)
Accounts payable	(18,596)	15,614	5,343	(21,259)	276	(348)	34,168	50,843	(83,228)	69,918	3,683	(1,640)	(18,898)	84,939	(11,267)
Accrued expenses and other liabilities	(36,576)	41,511	28,662	(19,011)	(16,629)	24,597	77,699	132,851	(43,763)	56,479	7,137	2,734	14,586	218,518	22,587
Accrued payroll and benefits	(17,281)	(12,880)	31,971	63,292	(17,692)	(11,740)	119,328	(4,023)	(37,848)	12,917	57,538	29,003	65,102	85,873	61,610
Operating lease liabilities	(3,199)	(3,276)	(9,672)	2,112	(4,531)	(2,582)	(4,699)	(3,845)	(4,586)	(3,527)	(866)	(4,713)	(14,035)	(15,657)	(13,692)
Deferred revenue	48,678	103,850	33,127	510,984	15,041	23,818	103,321	527,084	42,716	63,462	227,497	690,188	696,639	669,264	1,023,863
Net cash provided by operating activities	300,892	244,781	273,518	347,016	383,228	326,641	326,136	345,722	384,107	332,832	397,541	497,869	1,166,207	1,381,727	1,612,349
<b>Investing activities</b>															
Purchases of property and equipment	(62,264)	(40,417)	(21,264)	(52,584)	(49,683)	(39,254)	(78,704)	(87,211)	(85,751)	(30,497)	(83,395)	(102,465)	(176,529)	(254,852)	(302,108)
Capitalized internal-use software and website development cost	(10,902)	(15,073)	(12,630)	(10,852)	(10,479)	(14,516)	(16,271)	(17,703)	(17,437)	(17,289)	(16,770)	(17,255)	(49,457)	(58,969)	(68,751)
Purchase of strategic investments	(10,513)	(1,664)	—	(5,000)	(1,658)	(1,044)	(10,000)	(7,000)	(374)	(1,043)	(8,850)	(500)	(17,177)	(19,702)	(10,767)
Proceeds from sales of strategic investments	—	—	—	2,000	10,407	488	—	1,612	3,146	1,242	513	316	2,000	12,507	5,217
Business acquisitions, net of cash and restricted cash acquired	—	—	(238,749)	(281)	(96,376)	(5)	—	(213,876)	—	—	(380,914)	(1,354)	(239,030)	(310,257)	(382,268)
Purchase of intangible assets	—	(500)	(26)	(10,600)	—	—	—	—	—	—	—	—	(11,126)	—	—
Purchases of investments	—	—	(195,581)	—	—	—	—	—	—	—	—	—	(195,581)	—	—
Proceeds from maturities and sales of short-term investments	150,000	100,000	—	98,281	97,300	—	—	—	—	—	—	—	348,281	97,300	—
Purchases of deferred compensation investments	(290)	(586)	(586)	(569)	(609)	(600)	(606)	(906)	(1,459)	(1,311)	(1,487)	(1,752)	(2,031)	(2,721)	(6,009)
Proceeds from the sales of deferred compensation investments	—	—	—	—	—	41	—	65	45	119	9	34	—	106	207
Net cash provided by (used in) investing activities	66,031	41,760	(468,836)	20,395	(51,098)	(54,890)	(105,581)	(325,019)	(101,830)	(48,779)	(490,894)	(122,976)	(340,650)	(536,588)	(764,479)
<b>Financing activities</b>															
Proceeds from issuance of common stock upon exercise of stock options	2,651	1,474	2,053	2,517	823	1,641	844	675	634	1,721	273	535	8,695	3,983	3,163
Proceeds from issuance of common stock under the employee stock purchase plan	—	45,432	—	30,943	—	56,099	—	43,517	—	74,622	—	51,212	76,375	99,616	125,834
Distributions to non-controlling interest holders	—	—	—	—	(3,841)	(244)	—	(806)	—	(2,156)	—	(389)	—	(4,891)	(2,545)
Capital contributions from non-controlling interest holders	5,257	2,831	—	—	500	5,000	—	3,000	1,500	—	4,500	—	8,088	8,500	6,000
Net cash provided by (used in) financing activities	7,908	49,737	2,053	33,460	(2,518)	62,496	844	46,386	2,134	74,187	4,773	51,358	93,158	107,208	132,452
Effect of foreign exchange rates on cash, cash equivalents and restricted cash	(190)	1,273	(4,494)	5,369	(1,917)	877	399	(4,637)	6,546	49	722	2,312	1,958	(5,278)	9,629
<b>Cash, Cash Equivalents &amp; Restricted Cash</b>															
Cash, cash equivalents and restricted cash, beginning of period	2,456,924	2,831,565	3,169,116	2,971,357	3,377,597	3,705,292	4,040,416	4,262,214	4,324,666	4,615,623	4,973,912	4,886,054	2,456,924	3,377,597	4,324,666
Net increase (decrease) in cash, cash equivalents, and restricted cash	374,641	337,551	(197,759)	406,240	327,695	335,124	221,798	62,452	290,957	358,289	(87,858)	428,563	920,673	947,069	989,951
Cash, cash equivalents, and restricted cash at end of period	<u>\$2,831,565</u>	<u>\$3,169,116</u>	<u>\$2,971,357</u>	<u>\$3,377,597</u>	<u>\$3,705,292</u>	<u>\$4,040,416</u>	<u>\$4,262,214</u>	<u>\$4,324,666</u>	<u>\$4,615,623</u>	<u>\$4,973,912</u>	<u>\$4,886,054</u>	<u>\$5,314,617</u>	<u>\$3,377,597</u>	<u>\$4,324,666</u>	<u>\$5,314,617</u>

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

	<u>Q1 FY24</u>	<u>Q2 FY24</u>	<u>Q3 FY24</u>	<u>Q4 FY24</u>	<u>Q1 FY25</u>	<u>Q2 FY25</u>	<u>Q3 FY25</u>	<u>Q4 FY25</u>	<u>Q1 FY26</u>	<u>Q2 FY26</u>	<u>Q3 FY26</u>	<u>Q4 FY26</u>	<u>FY24</u>	<u>FY25</u>	<u>FY26</u>
GAAP subscription gross profit	\$ 508,461	\$ 536,009	\$ 573,129	\$ 620,215	\$ 682,378	\$ 718,215	\$ 746,712	\$ 779,597	\$ 809,408	\$ 850,494	\$ 911,710	\$ 977,156	\$2,237,814	\$2,926,902	\$3,548,768
Stock-based compensation expense and related employer payroll taxes <sup>(1)(2)</sup>	10,078	11,296	12,380	14,225	15,372	18,567	19,147	24,362	24,983	24,296	24,049	23,935	47,979	77,448	97,263
Amortization of acquired intangible assets	3,580	3,581	3,580	4,819	5,045	5,389	5,389	6,153	6,377	6,372	6,560	6,998	15,560	21,976	26,307
Strategic plan related charges (benefits), net	—	—	—	—	—	—	—	—	—	3,563	(6)	(115)	—	—	3,442
Non-GAAP subscription gross profit	<u>\$ 522,119</u>	<u>\$ 550,886</u>	<u>\$ 589,089</u>	<u>\$ 639,259</u>	<u>\$ 702,795</u>	<u>\$ 742,171</u>	<u>\$ 771,248</u>	<u>\$ 810,112</u>	<u>\$ 840,768</u>	<u>\$ 884,725</u>	<u>\$ 942,313</u>	<u>\$ 1,007,974</u>	<u>\$2,301,353</u>	<u>\$3,026,326</u>	<u>\$3,675,780</u>
GAAP professional services gross profit	\$ 13,876	\$ 11,635	\$ 17,127	\$ 16,174	\$ 13,332	\$ 7,946	\$ 8,712	\$ 6,560	\$ 6,151	\$ 9,907	\$ 15,944	\$ 12,306	\$ 58,812	\$ 36,550	\$ 44,308
Stock-based compensation expense and related employer payroll taxes <sup>(1)(2)</sup>	5,385	6,484	6,089	6,650	7,058	8,100	7,700	9,610	10,217	9,431	9,524	9,769	24,608	32,468	38,941
Strategic plan related charges (benefits), net	—	—	—	—	—	—	—	—	—	3,345	26	(100)	—	—	3,271
Non-GAAP professional services gross profit	<u>\$ 19,261</u>	<u>\$ 18,119</u>	<u>\$ 23,216</u>	<u>\$ 22,824</u>	<u>\$ 20,390</u>	<u>\$ 16,046</u>	<u>\$ 16,412</u>	<u>\$ 16,170</u>	<u>\$ 16,368</u>	<u>\$ 22,683</u>	<u>\$ 25,494</u>	<u>\$ 21,975</u>	<u>\$ 83,420</u>	<u>\$ 69,018</u>	<u>\$ 86,520</u>
GAAP sales and marketing operating expenses	\$ 281,595	\$ 281,886	\$ 286,356	\$ 290,438	\$ 350,257	\$ 355,445	\$ 408,234	\$ 409,065	\$ 439,211	\$ 446,580	\$ 480,668	\$ 464,795	\$1,140,275	\$1,523,001	\$1,831,254
Stock-based compensation expense and related employer payroll taxes <sup>(1)(2)</sup>	(37,566)	(51,850)	(43,675)	(47,984)	(55,975)	(62,309)	(57,878)	(71,785)	(69,416)	(72,095)	(76,042)	(78,949)	(181,075)	(247,947)	(296,502)
Amortization of acquired intangible assets	(531)	(446)	(506)	(602)	(603)	(602)	(603)	(846)	(916)	(915)	(899)	(860)	(2,085)	(2,654)	(3,590)
Acquisition-related expenses, net	—	—	—	—	—	—	—	—	(77)	—	(274)	(56)	—	—	(407)
Mark-to-market adjustments on deferred compensation liabilities	(3)	(32)	68	(125)	(35)	(108)	(41)	(147)	186	(456)	(294)	(148)	(92)	(331)	(712)
Costs associated with the July 19 Incident and related matters, net	—	—	—	—	—	(3,093)	(15,089)	(3,214)	(532)	(88)	(187)	(258)	—	(21,396)	(1,065)
Strategic plan related charges (benefits), net	—	—	—	—	—	—	—	—	—	(8,723)	(417)	165	—	—	(8,975)
Non-GAAP sales and marketing operating expenses	<u>\$ 243,495</u>	<u>\$ 229,558</u>	<u>\$ 242,243</u>	<u>\$ 241,727</u>	<u>\$ 293,644</u>	<u>\$ 289,333</u>	<u>\$ 334,623</u>	<u>\$ 333,073</u>	<u>\$ 368,456</u>	<u>\$ 364,303</u>	<u>\$ 402,555</u>	<u>\$ 384,689</u>	<u>\$ 957,023</u>	<u>\$1,250,673</u>	<u>\$1,520,003</u>
GAAP research and development operating expenses	\$ 183,133	\$ 182,401	\$ 198,821	\$ 215,964	\$ 236,620	\$ 251,391	\$ 275,258	\$ 312,318	\$ 330,926	\$ 342,532	\$ 343,584	\$ 367,727	\$ 780,319	\$1,075,587	\$1,384,770
Stock-based compensation expense and related employer payroll taxes <sup>(1)(2)</sup>	(50,345)	(51,753)	(56,365)	(65,750)	(74,117)	(80,352)	(83,202)	(112,830)	(112,215)	(107,779)	(108,439)	(120,864)	(224,213)	(350,501)	(449,297)
Amortization of acquired intangible assets	—	—	(468)	—	—	—	—	—	—	—	—	—	(468)	—	—
Acquisition-related expenses, net	(371)	—	(379)	—	(477)	—	—	—	(74)	(183)	(810)	(722)	(750)	(477)	(1,789)
Mark-to-market adjustments on deferred compensation liabilities	(1)	(13)	34	(81)	(12)	(134)	(56)	(51)	116	(356)	(257)	(70)	(61)	(253)	(567)
Benefits (costs) associated with the July 19 Incident and related matters, net	—	—	—	—	—	(1,001)	(3,549)	(2,230)	(537)	(250)	(1,601)	1	—	(6,780)	(2,387)
Strategic plan related benefits (charges), net	—	—	—	—	—	—	—	—	—	(16,696)	(91)	214	—	—	(16,573)
Non-GAAP research and development operating expenses	<u>\$ 132,416</u>	<u>\$ 130,635</u>	<u>\$ 141,643</u>	<u>\$ 150,133</u>	<u>\$ 162,014</u>	<u>\$ 169,904</u>	<u>\$ 188,451</u>	<u>\$ 197,207</u>	<u>\$ 218,216</u>	<u>\$ 217,268</u>	<u>\$ 232,386</u>	<u>\$ 246,286</u>	<u>\$ 554,827</u>	<u>\$ 717,576</u>	<u>\$ 914,157</u>
GAAP general and administrative operating expenses	\$ 83,640	\$ 102,752	\$ 105,674	\$ 103,107	\$ 104,088	\$ 106,800	\$ 126,297	\$ 144,079	\$ 164,135	\$ 176,745	\$ 165,624	\$ 163,840	\$ 395,173	\$ 481,264	\$ 670,344
Stock-based compensation expense and related employer payroll taxes <sup>(1)(2)</sup>	(39,163)	(52,338)	(48,434)	(50,128)	(47,336)	(46,957)	(45,403)	(55,524)	(48,797)	(63,064)	(68,028)	(68,679)	(190,063)	(195,220)	(248,568)
Acquisition-related credit (expenses), net	70	3	(3,277)	(428)	(2,147)	(535)	(1,393)	(1,475)	(392)	(1,081)	(4,559)	(5,808)	(3,632)	(5,550)	(11,840)
Amortization of acquired intangible assets	(63)	(75)	(83)	(82)	(347)	(346)	(341)	(340)	(341)	(340)	(341)	(314)	(303)	(1,374)	(1,336)
Mark-to-market adjustments on deferred compensation liabilities	—	(7)	15	(31)	(13)	(8)	(6)	—	15	(1)	(93)	(54)	(23)	(27)	(133)
Legal reserve and settlement charges	—	(2,097)	(4,700)	(1,000)	—	—	—	—	—	—	—	—	(7,797)	—	—
Costs associated with the July 19 Incident and related matters, net	—	—	—	—	—	(1,038)	(15,284)	(15,564)	(38,658)	(35,318)	(24,385)	(15,917)	—	(31,886)	(114,278)
Strategic plan related benefits (charges), net	—	—	—	—	—	—	—	—	(6,621)	(6,057)	62	100	—	—	(12,516)
Non-GAAP general and administrative operating expenses	<u>\$ 44,484</u>	<u>\$ 48,238</u>	<u>\$ 49,195</u>	<u>\$ 51,438</u>	<u>\$ 54,245</u>	<u>\$ 57,916</u>	<u>\$ 63,870</u>	<u>\$ 71,176</u>	<u>\$ 69,341</u>	<u>\$ 70,884</u>	<u>\$ 68,280</u>	<u>\$ 73,168</u>	<u>\$ 193,355</u>	<u>\$ 247,207</u>	<u>\$ 281,673</u>

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

	<u>Q1 FY24</u>	<u>Q2 FY24</u>	<u>Q3 FY24</u>	<u>Q4 FY24</u>	<u>Q1 FY25</u>	<u>Q2 FY25</u>	<u>Q3 FY25</u>	<u>Q4 FY25</u>	<u>Q1 FY26</u>	<u>Q2 FY26</u>	<u>Q3 FY26</u>	<u>Q4 FY26</u>	<u>FY24</u>	<u>FY25</u>	<u>FY26</u>
GAAP income (loss) from operations	\$ (26,031)	\$ (19,395)	\$ (595)	\$ 26,880	\$ 4,745	\$ 12,525	\$ (54,365)	\$ (79,305)	\$ (118,713)	\$ (105,456)	\$ (62,222)	\$ (6,900)	\$ (19,141)	\$ (116,400)	\$ (293,292)
Stock-based compensation expense and related employer payroll taxes <sup>(1)(2)</sup>	142,537	173,721	166,943	184,737	199,858	216,285	213,330	274,111	265,628	276,665	286,082	302,196	667,938	903,584	1,130,571
Amortization of acquired intangible assets	4,174	4,102	4,637	5,503	5,995	6,337	6,333	7,339	7,634	7,627	7,800	8,172	18,416	26,004	31,233
Acquisition-related expenses, net	301	(3)	3,656	428	2,624	535	1,393	1,475	543	1,264	5,643	6,586	4,382	6,027	14,036
Mark-to-market adjustments on deferred compensation liabilities	4	52	(117)	237	60	250	103	198	(317)	813	644	272	176	611	1,412
Legal reserve and settlement charges	—	2,097	4,700	1,000	—	—	—	—	—	—	—	—	7,797	—	—
Costs associated with the July 19 Incident and related matters, net	—	—	—	—	—	5,132	33,922	21,008	39,727	35,656	26,173	16,174	—	60,062	117,730
Strategic plan related charges (benefits), net	—	—	—	—	—	—	—	—	6,621	38,384	466	(694)	—	—	44,777
Non-GAAP income from operations	<u>\$ 120,985</u>	<u>\$ 160,574</u>	<u>\$ 179,224</u>	<u>\$ 218,785</u>	<u>\$ 213,282</u>	<u>\$ 241,064</u>	<u>\$ 200,716</u>	<u>\$ 224,826</u>	<u>\$ 201,123</u>	<u>\$ 254,953</u>	<u>\$ 264,586</u>	<u>\$ 325,806</u>	<u>\$ 679,568</u>	<u>\$ 879,888</u>	<u>\$ 1,046,467</u>
GAAP provision (benefit) for income taxes	\$ 4,409	\$ 4,611	\$ 9,603	\$ 13,609	\$ 7,667	\$ 10,914	\$ 6,281	\$ 46,268	\$ 21,106	\$ 5,971	\$ 10,720	\$ (3,621)	\$ 32,232	\$ 71,130	\$ 34,176
Income tax adjustments <sup>(4)</sup>	28,413	38,031	38,320	43,876	49,455	53,425	49,145	13,337	32,518	52,599	54,516	80,474	148,640	165,362	220,107
Non-GAAP provision for income taxes <sup>(3)</sup>	<u>\$ 32,822</u>	<u>\$ 42,642</u>	<u>\$ 47,923</u>	<u>\$ 57,485</u>	<u>\$ 57,122</u>	<u>\$ 64,339</u>	<u>\$ 55,426</u>	<u>\$ 59,605</u>	<u>\$ 53,624</u>	<u>\$ 58,570</u>	<u>\$ 65,236</u>	<u>\$ 76,853</u>	<u>\$ 180,872</u>	<u>\$ 236,492</u>	<u>\$ 254,283</u>
GAAP net income (loss) attributable to CrowdStrike	\$ (6,084)	\$ 4,450	\$ 22,907	\$ 50,908	\$ 40,629	\$ 45,880	\$ (15,464)	\$ (86,286)	\$ (104,264)	\$ (70,152)	\$ (26,776)	\$ 38,691	\$ 72,181	\$ (15,241)	\$ (162,502)
Stock-based compensation expense and related employer payroll taxes <sup>(1)(2)</sup>	142,537	173,721	166,943	184,737	199,858	216,285	213,330	274,111	265,628	276,665	286,082	302,196	667,938	903,584	1,130,571
Amortization of acquired intangible assets	4,174	4,102	4,637	5,503	5,995	6,337	6,333	7,339	7,634	7,627	7,800	8,172	18,416	26,004	31,233
Acquisition-related expenses (credits), net	301	(3)	3,656	428	2,624	535	1,393	1,475	543	1,264	5,643	6,586	4,382	6,027	14,036
Amortization of debt issuance costs and discount	546	547	547	546	546	547	547	546	547	546	547	546	2,186	2,186	2,186
Mark-to-market adjustments on deferred compensation liabilities	4	52	(117)	237	60	250	103	198	(317)	813	644	272	176	611	1,412
Legal reserve and settlement charges	—	2,097	4,700	1,000	—	—	—	—	—	—	—	—	7,797	—	—
Costs associated with the July 19 Incident and related matters, net	—	—	—	—	—	5,132	33,922	21,008	39,727	35,656	26,173	16,174	—	60,062	117,730
Strategic plan related charges (benefits), net	—	—	—	—	—	—	—	—	6,621	38,384	466	(694)	—	—	44,777
Losses (gains) and other expense (income) from strategic investments attributable to CrowdStrike	(8)	(4)	(4)	(1,242)	(3,444)	323	(3)	449	786	(30)	(9)	(2,084)	(1,258)	(2,675)	(1,337)
Losses (gains) on deferred compensation assets	(4)	(52)	117	(237)	(60)	(250)	(103)	(198)	317	(813)	(644)	(272)	(176)	(611)	(1,412)
Income tax adjustments <sup>(4)</sup>	(28,413)	(38,031)	(38,320)	(43,876)	(49,455)	(53,425)	(49,145)	(13,337)	(32,518)	(52,599)	(54,516)	(80,474)	(148,640)	(165,362)	(220,107)
Non-GAAP net income attributable to CrowdStrike	<u>\$ 113,053</u>	<u>\$ 146,879</u>	<u>\$ 165,066</u>	<u>\$ 198,004</u>	<u>\$ 196,753</u>	<u>\$ 221,614</u>	<u>\$ 190,913</u>	<u>\$ 205,305</u>	<u>\$ 184,704</u>	<u>\$ 237,361</u>	<u>\$ 245,410</u>	<u>\$ 289,113</u>	<u>\$ 623,002</u>	<u>\$ 814,585</u>	<u>\$ 956,587</u>
GAAP basic net income (loss) per share attributable to CrowdStrike common stockholders	\$ (0.03)	\$ 0.02	\$ 0.10	\$ 0.21	\$ 0.17	\$ 0.19	\$ (0.06)	\$ (0.35)	\$ (0.42)	\$ (0.28)	\$ (0.11)	\$ 0.15	\$ 0.30	\$ (0.06)	\$ (0.65)
Weighted-average shares used in computing basic net income (loss) per share attributable to CrowdStrike common stockholders (GAAP)	236,414	237,911	239,297	240,856	242,389	244,091	245,536	246,933	248,432	249,909	251,326	252,566	238,637	244,750	250,576

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

	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY24	FY25	FY26
GAAP diluted net income (loss) per share attributable to CrowdStrike common stockholders	\$ (0.03)	\$ 0.02	\$ 0.10	\$ 0.21	\$ 0.17	\$ 0.19	\$ (0.06)	\$ (0.35)	\$ (0.42)	\$ (0.28)	\$ (0.11)	\$ 0.15	\$ 0.30	\$ (0.06)	\$ (0.65)
Stock-based compensation expense and related employer payroll taxes <sup>(1)(2)</sup>	0.59	0.72	0.68	0.75	0.80	0.86	0.85	1.09	1.04	1.08	1.11	1.17	2.74	3.59	4.41
Amortization of acquired intangible assets	0.02	0.02	0.02	0.02	0.02	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.08	0.10	0.12
Acquisition-related expenses (credits), net	—	—	0.01	—	0.01	—	0.01	0.01	—	—	0.02	0.03	0.02	0.02	0.05
Amortization of debt issuance costs and discount	—	—	—	—	—	—	—	—	—	—	—	—	0.01	0.01	0.01
Mark-to-market adjustments on deferred compensation liabilities	—	—	—	—	—	—	—	—	—	—	—	—	—	—	0.01
Legal reserve and settlement charges	—	0.01	0.02	—	—	—	—	—	—	—	—	—	0.03	—	—
Costs associated with the July 19 Incident and related matters, net	—	—	—	—	—	0.02	0.14	0.08	0.16	0.14	0.10	0.06	—	0.24	0.46
Strategic plan related charges (benefits), net	—	—	—	—	—	—	—	—	0.03	0.15	—	—	—	—	0.17
Losses (gains) and other expense (income) from strategic investments attributable to CrowdStrike	—	—	—	(0.01)	(0.01)	—	—	—	—	—	—	(0.01)	(0.01)	(0.01)	(0.01)
Losses (gains) on deferred compensation assets	—	—	—	—	—	—	—	—	—	—	—	—	—	—	(0.01)
Income tax adjustments <sup>(4)</sup>	(0.12)	(0.16)	(0.16)	(0.18)	(0.20)	(0.21)	(0.20)	(0.05)	(0.13)	(0.21)	(0.21)	(0.31)	(0.61)	(0.66)	(0.86)
Other <sup>(5)</sup>	0.01	—	0.01	0.01	—	(0.01)	(0.01)	—	0.02	0.02	0.02	—	—	0.01	0.03
Non-GAAP diluted net income per share attributable to CrowdStrike common stockholders	\$ 0.47	\$ 0.61	\$ 0.68	\$ 0.80	\$ 0.79	\$ 0.88	\$ 0.76	\$ 0.81	\$ 0.73	\$ 0.93	\$ 0.96	\$ 1.12	\$ 2.56	\$ 3.24	\$ 3.73
Weighted-average shares used in computing Non-GAAP diluted net income per share attributable to CrowdStrike common stockholders	240,598	242,144	243,799	247,936	250,164	251,265	250,777	253,281	254,550	256,321	256,828	258,133	243,635	251,385	256,476

1. Effective February 1, 2025, employer payroll taxes related to employee stock-based award transactions are included as part of stock-based compensation expense. These payroll taxes are excluded from CrowdStrike's non-GAAP results as they are tied to the timing and size of the vesting or exercise of the underlying stock-based awards and the price of our common stock at the time of vesting or exercise, which may vary from period to period independent of the operating performance of our business. Prior periods have been recast to reflect this change. Refer to the following table for prior periods reconciliation (in thousands):

	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	FY24	FY25
Stock-based compensation expense	\$ 137,431	\$ 168,799	\$ 163,372	\$ 179,064	\$ 185,316	\$ 202,010	\$ 207,530	\$ 266,535	\$ 648,666	\$ 861,391
Employer payroll taxes related to stock-based compensation	5,106	4,922	3,571	5,673	14,542	14,275	5,800	7,576	19,272	42,193
Stock-based compensation expense and related employer payroll taxes	\$ 142,537	\$ 173,721	\$ 166,943	\$ 184,737	\$ 199,858	\$ 216,285	\$ 213,330	\$ 274,111	\$ 667,938	\$ 903,584

2. Stock-based compensation expense has been revised to reflect immaterial prior period adjustments.
3. Effective second quarter fiscal year 2026, we adopted a 21.0% long-term projected non-GAAP tax rate, reduced from the previous rate of 22.5%, in connection with the enactment of the One Big Beautiful Bill Act. This rate reflects the anticipated tax benefit from earning income outside the U.S. while retaining intellectual property within the U.S. The change is applied prospectively, and the tax rate for prior periods remains unchanged.
4. Adjustments are related to the difference between the GAAP provision for income taxes and Non-GAAP provision for income taxes.
5. 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 of rounding differences.

## CROWDSTRIKE HOLDINGS, INC.

### Additional Metrics

(In thousands, except percentages and remaining performance obligations)  
(unaudited)

	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY24	FY25	FY26
Annual recurring revenue	\$2,733,931	\$2,930,132	\$3,153,243	\$3,435,150	\$3,646,881	\$3,864,512	\$4,017,540	\$4,241,838	\$4,435,596	\$4,656,682	\$4,922,006	\$ 5,252,751	\$3,435,150	\$4,241,838	\$5,252,751
Year-over-year growth	42%	37%	35%	34%	33%	32%	27%	23%	22%	20%	23%	24%	34%	23%	24%
Remaining performance obligations (in billions)	\$ 3.3	\$ 3.6	\$ 3.7	\$ 4.6	\$ 4.7	\$ 4.9	\$ 5.4	\$ 6.5	\$ 6.8	\$ 7.2	\$ 7.9	\$ 9.0	\$ 4.6	\$ 6.5	\$ 9.0
Free cash flow reconciliation:															
GAAP net cash provided by operating activities	\$ 300,892	\$ 244,781	\$ 273,518	\$ 347,016	\$ 383,228	\$ 326,641	\$ 326,136	\$ 345,722	\$ 384,107	\$ 332,832	\$ 397,541	\$ 497,869	\$1,166,207	\$1,381,727	\$1,612,349
Purchases of property and equipment	(62,264)	(40,417)	(21,264)	(52,584)	(49,683)	(39,254)	(78,704)	(87,211)	(85,751)	(30,497)	(83,395)	(102,465)	(176,529)	(254,852)	(302,108)
Capitalized internal-use software and website development	(10,902)	(15,073)	(12,630)	(10,852)	(10,479)	(14,516)	(16,271)	(17,703)	(17,437)	(17,289)	(16,770)	(17,255)	(49,457)	(58,969)	(68,751)
Purchases of deferred compensation investments	(290)	(586)	(586)	(569)	(609)	(600)	(606)	(906)	(1,459)	(1,311)	(1,487)	(1,752)	(2,031)	(2,721)	(6,009)
Proceeds from sale of deferred compensation investments	—	—	—	—	—	(41)	—	(65)	(45)	(119)	(9)	(34)	—	(106)	(207)
Free cash flow	<u>\$ 227,436</u>	<u>\$ 188,705</u>	<u>\$ 239,038</u>	<u>\$ 283,011</u>	<u>\$ 322,457</u>	<u>\$ 272,230</u>	<u>\$ 230,555</u>	<u>\$ 239,837</u>	<u>\$ 279,415</u>	<u>\$ 283,616</u>	<u>\$ 295,880</u>	<u>\$ 376,363</u>	<u>\$ 938,190</u>	<u>\$1,065,079</u>	<u>\$1,235,274</u>
Revenue by geographic regions:															
United States	\$ 474,825	\$ 500,864	\$ 537,880	\$ 574,485	\$ 630,026	\$ 655,001	\$ 683,476	\$ 714,439	\$ 741,852	\$ 784,675	\$ 826,653	\$ 863,474	\$2,088,054	\$2,682,942	\$3,216,654
Europe, Middle East, and Africa	104,552	111,909	119,158	132,309	141,612	148,851	160,574	168,446	176,442	188,423	198,420	219,381	467,928	619,483	782,666
Asia Pacific	72,219	75,198	81,459	86,648	93,462	98,274	102,837	107,880	112,827	117,538	127,591	137,745	315,524	402,453	495,701
Other	40,984	43,655	47,517	51,893	55,936	61,746	63,291	67,773	72,313	78,316	81,580	84,775	184,049	248,746	316,984
Total revenue	<u>\$ 692,580</u>	<u>\$ 731,626</u>	<u>\$ 786,014</u>	<u>\$ 845,335</u>	<u>\$ 921,036</u>	<u>\$ 963,872</u>	<u>\$1,010,178</u>	<u>\$1,058,538</u>	<u>\$1,103,434</u>	<u>\$1,168,952</u>	<u>\$1,234,244</u>	<u>\$ 1,305,375</u>	<u>\$3,055,555</u>	<u>\$3,953,624</u>	<u>\$4,812,005</u>
Geographic breakdown of total revenue:															
United States	69%	69%	69%	68%	68%	68%	68%	67%	67%	67%	67%	66%	68%	68%	67%
Europe, Middle East, and Africa	15%	15%	15%	16%	15%	15%	16%	16%	16%	16%	16%	17%	15%	16%	16%
Asia Pacific	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	11%	10%	10%	10%
Other	6%	6%	6%	6%	7%	7%	6%	7%	7%	7%	7%	6%	7%	6%	7%
Total	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
Non-GAAP gross margin	78%	78%	78%	78%	79%	79%	78%	78%	78%	78%	78%	79%	78%	78%	78%
Non-GAAP subscription gross margin	80%	80%	80%	80%	81%	81%	80%	80%	80%	80%	81%	81%	80%	80%	81%
Non-GAAP operating expenses	\$ 420,395	\$ 408,431	\$ 433,081	\$ 443,298	\$ 509,903	\$ 517,153	\$ 586,944	\$ 601,456	\$ 656,013	\$ 652,456	\$ 703,221	\$ 704,143	\$1,705,205	\$2,215,456	\$2,715,833
Non-GAAP operating expenses as a percentage of revenue	61%	56%	55%	52%	55%	54%	58%	57%	59%	56%	57%	54%	56%	56%	56%
Non-GAAP operating margin	17%	22%	23%	26%	23%	25%	20%	21%	18%	22%	21%	25%	22%	22%	22%