



Financial Results

Q1 FY 2025

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This presentation includes express and implied “forward-looking statements”, including forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements include all statements that are not historical facts, and in some cases, can be identified by terms such as “anticipate,” “believe,” “can,” “continue,” “could,” “estimate,” “expect,” “intend,” “may,” “might,” “plan,” “potential,” “predict,” “project,” “should,” “will,” “would,” or the negative of these terms, and similar expressions that concern our expectations, strategy, plans or intentions. Forward-looking statements contained in this presentation include, but are not limited to, statements concerning our estimates of market size and opportunity, strategic plans or objectives, our growth prospects, projections (including our long-term model), our product roadmap and future initiatives, and the performance and benefits of our products. By their nature, these statements are subject to numerous risks and uncertainties, including factors beyond our control, that could cause actual results, performance or achievement to differ materially and adversely from those anticipated or implied in the statements. Such risks and uncertainties are described in the “Risk Factors” section of our most recent Form 10-K, most recent Form 10-Q, and subsequent filings with the Securities and Exchange Commission. Although our management believes that the expectations reflected in our statements are reasonable, we cannot guarantee that the future results, levels of activity, performance or events and circumstances described in the forward-looking statements will be achieved or occur. Recipients are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date such statements are made and should not be construed as statements of fact. Except to the extent required by federal securities laws, we undertake no obligation to update these forward-looking statements to reflect events or circumstances after the date hereof, or to reflect the occurrence of unanticipated events.

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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 and facilitates period-to-period comparisons of operations, as these measures eliminate the effects of certain variables unrelated to our overall operating performance. 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, 2023, 2024 and 2025 are referred to herein as fiscal 2023, 2024 and 2025 respectively.

CrowdStrike Q1 At-a-Glance: Platform Driving Record Results

**Record Q1
Net New ARR**

Ending ARR

\$3.65B
+33% YoY

Net New ARR

\$212M
+22% YoY

**Strong Operating
Leverage & Record
Free Cash Flow**

Operating Margin

22%
+5 percentage points YoY

Diluted EPS

\$0.93
+63% YoY

Free Cash Flow

\$322M
+42% YoY

Free Cash Flow Margin & Rule of 40

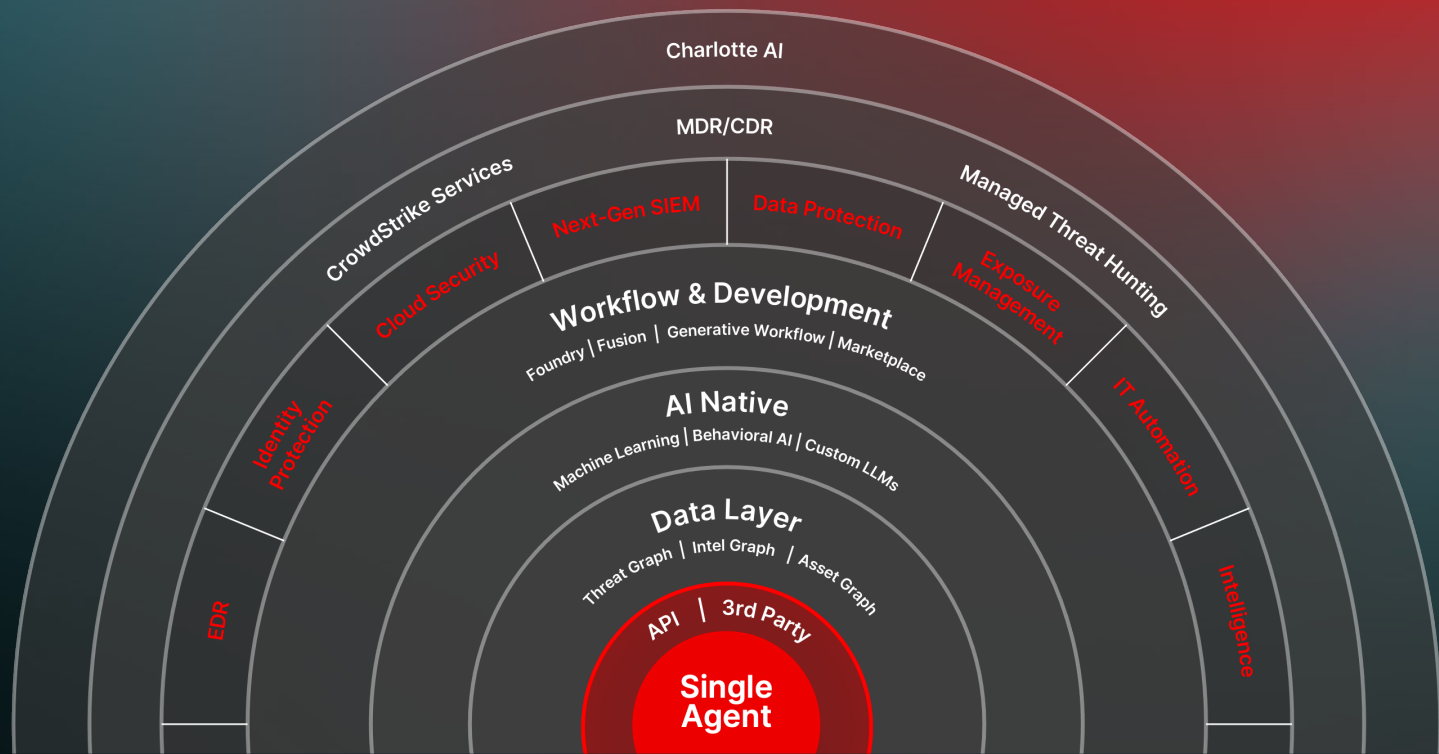
35% / 68

Note: All financial figures are non-GAAP as of Q1 FY25. Fiscal year ends January 31. See Appendix for definition of metrics and a reconciliation of each non-GAAP financial measure to the most directly comparable financial measure stated in accordance with GAAP.

Market Opportunity & Leadership

Our AI-Native XDR Platform Creates Opportunity

- ✓ Lightweight
- ✓ Cloud-First
- ✓ AI-Native
- ✗ Hardware
- ✗ Data Silos
- ✗ Friction





\$100B

CY24 TAM

The AI-Native Security Platform

Source: IDC and company estimates. See appendix.

\$100B

CY24 TAM

**The AI-Native
Security Platform**

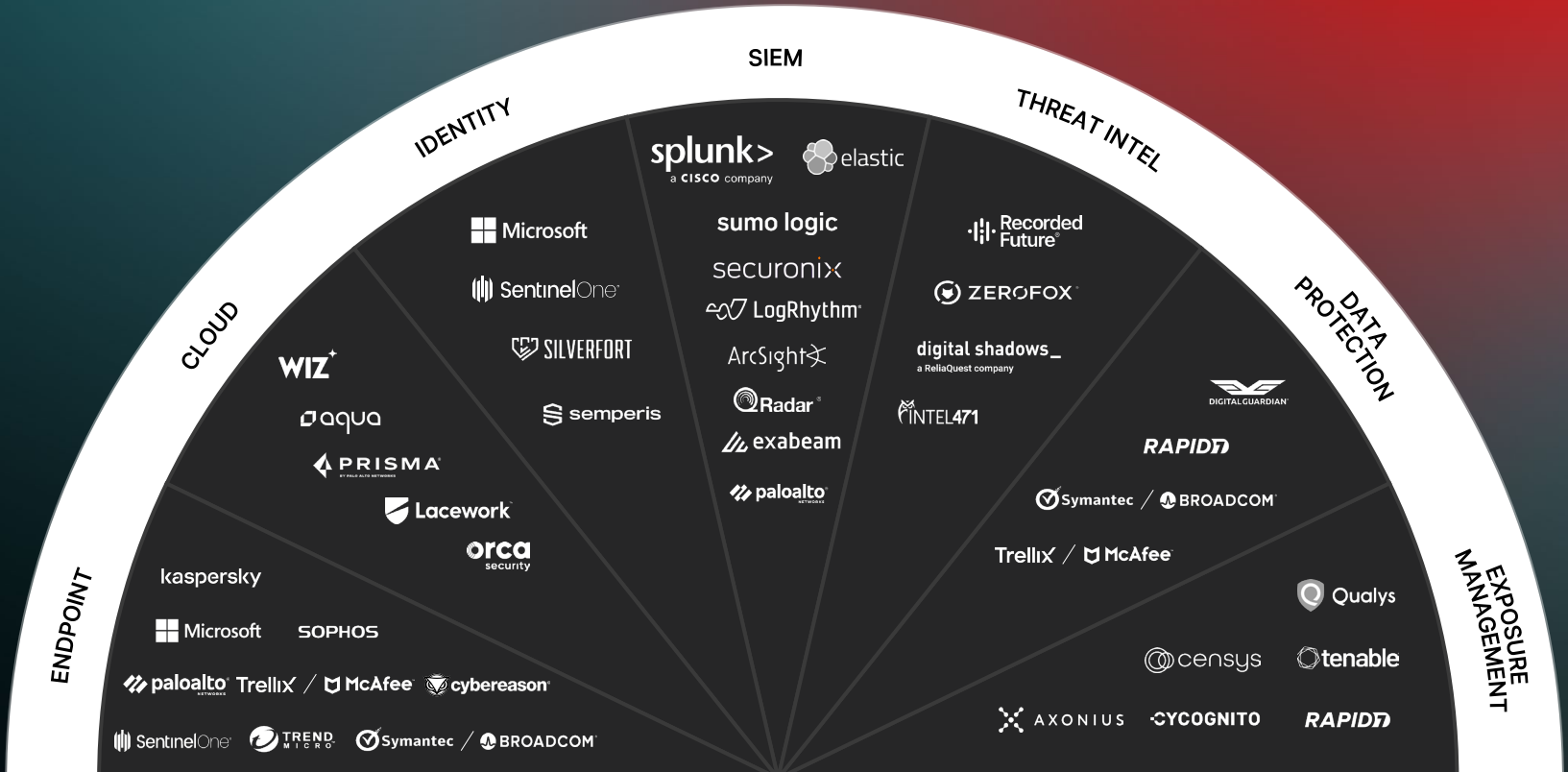
\$225B

CY28 TAM

**The AI-Native
Security Platform**

The Falcon Platform: Driving Consolidation

Our Single Platform Displaces Point Products and Lowers TCO



Platform Adoption

Customers are Embracing the Falcon Platform

Deals with 8 or More Modules Grew 95% YoY

65%

Customers Adopted
5 or More Modules

44%

Customers Adopted
6 or More Modules

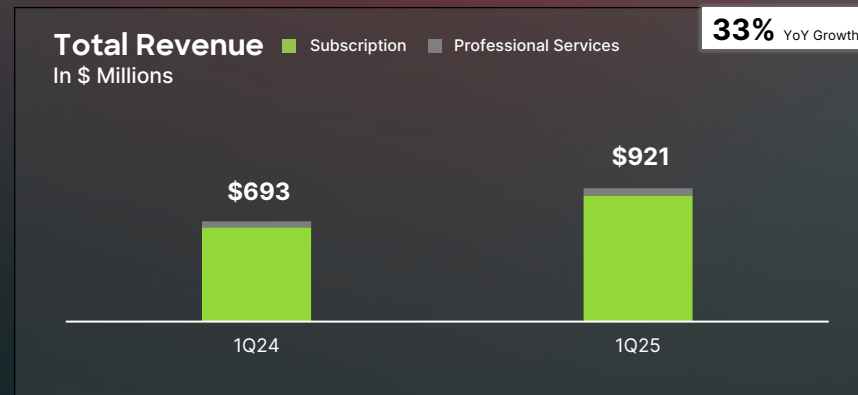
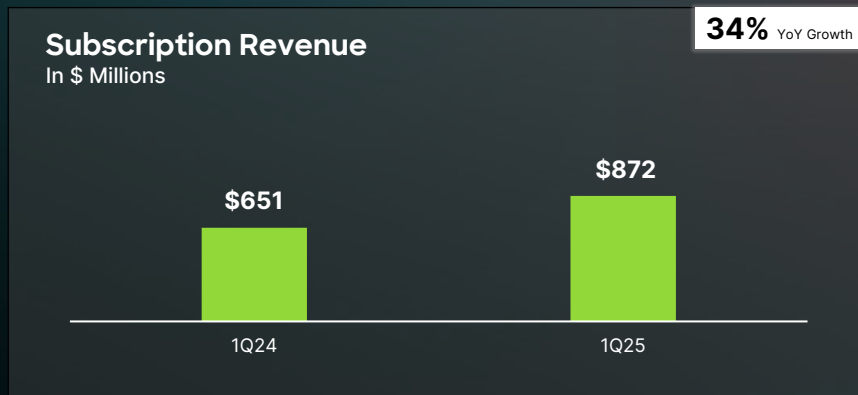
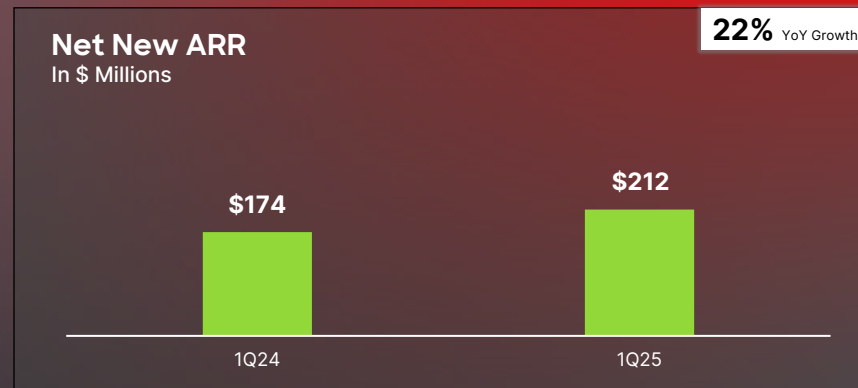
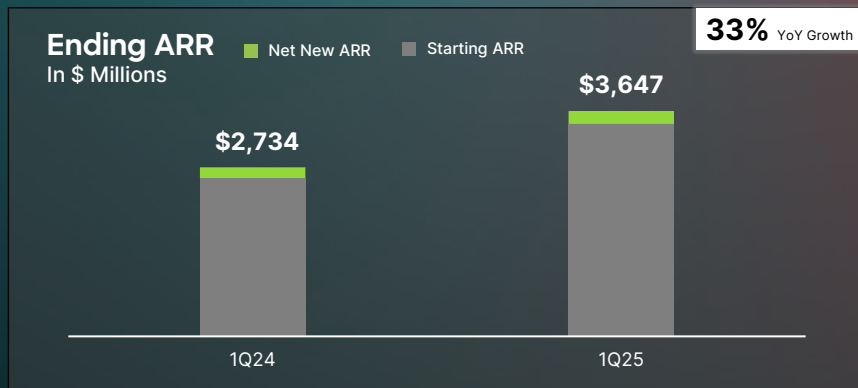
28%

Customers Adopted
7 or More Modules

Percent of Subscription Customers with Multiple Cloud Module Subscriptions. All figures are as of the quarter ended April 30, 2024. Module adoption rates exclude Falcon Go customers. See appendix for the definition of module adoption rates.

Financial Overview

Growth at Scale



Note: Fiscal year ends January 31.

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Non-GAAP Profit & Free Cash Flow

Subscription Gross Profit

In \$ Millions

34% YoY Growth



Operating Income

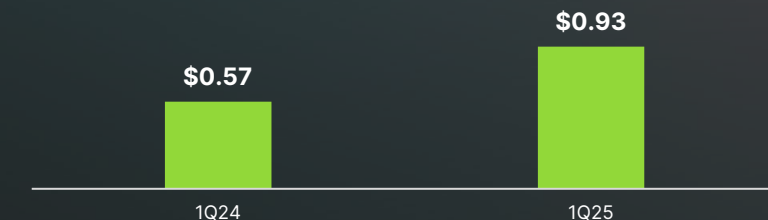
In \$ Millions

72% YoY Growth



Diluted Earnings Per Share

63% YoY Growth



Free Cash Flow

In \$ Millions

42% YoY Growth



Note: Fiscal year ends January 31. All financial figures are non-GAAP as of Q1 FY25. See Appendix for definition of metrics and a reconciliation of each non-GAAP financial measure to the most directly comparable financial measure stated in accordance with GAAP.

Key Takeaways

1

Strong Financial Performance

\$3.65B

Ending ARR
+33% Y/Y

\$212M

Net New ARR
+22% Y/Y

- ✓ Record subscription gross margin, >80%
- ✓ Record free cash flow, 35% of revenue
- ✓ Delivered significant YoY operating leverage
- ✓ Fifth consecutive quarter of GAAP profitability

2

Driving Platform Adoption

Landing with
more modules +
than ever before

of deals involving cloud,
identity, or next-gen SIEM
more than doubled

+ Cloud security
provider of choice for
62 of Fortune 100

3

Security Consolidator of Choice

Platform Built for Consolidation

- ✓ Single agent
- ✓ Single AI-native platform
- ✓ Frictionless vendor consolidation
- ✓ Immediate time-to-value

Record Module Adoption

- ✓ Percent of customers with 5+, 6+ & 7+ modules **increased**
- ✓ Deals with 8+ modules grew **95% YoY**

Note: Fiscal year ends January 31. See Appendix for definition of metrics and a reconciliation of each non-GAAP financial measure to the most directly comparable financial measure stated in accordance with GAAP.

Guidance

	Q2 FY2025	Full Year FY2025
Revenue	\$958.3 - \$961.2M	\$3,976.3 - \$4,010.7M
Non-GAAP Income from Operations	\$208.3 - \$210.5M	\$890.1 - \$916.5M
Non-GAAP Net Income	\$245.7 - \$247.8M	\$985.6 - \$1,012.0M
Non-GAAP Net Income per share	\$0.98 - \$0.99	\$3.93 - \$4.03
Weighted Average Shares	250M	251M

CrowdStrike is providing the following guidance for the second quarter of fiscal 2025 (ending July 31, 2024) and increasing its guidance for fiscal year 2025 (ending January 31, 2025). Guidance for non-GAAP financial measures excludes stock-based compensation expense, amortization expense of acquired intangible assets (including purchased patents), amortization of debt issuance costs and discount, mark-to-market adjustments on deferred compensation liabilities, legal reserve and settlement charges or benefits, acquisition-related provision (benefit) for income taxes, losses (gains) and other income from strategic investments, acquisition-related expenses (credits), net, and losses (gains) from deferred compensation assets. The company has not provided the most directly comparable GAAP measures because certain items are out of the company's control or cannot be reasonably predicted. Accordingly, a reconciliation for non-GAAP income from operations, non-GAAP net income attributable to CrowdStrike, and non-GAAP net income per share attributable to CrowdStrike common stockholders is not available without unreasonable effort.

These statements are forward-looking and actual results may differ materially as a result of many factors. Refer to the Forward-Looking Statements safe harbor for information on the factors that could cause the company's actual results to differ materially from these forward-looking statements.

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Modeling Points

ARR

Our net new ARR year-over-year growth assumptions for the second quarter of the fiscal year are at least double-digits, up to the low teens.

Free Cash Flow Margin

We are maintaining our free cash flow margin target of 31 to 33 percent of revenue for the full fiscal year 2025 and expect Q1 to Q2 seasonality similar to last year.

CrowdStrike is providing the following modeling points for the second quarter of fiscal 2025 (ending July 31, 2024) and full fiscal year 2025 (ending January 31, 2025). These statements are forward-looking and actual results may differ materially as a result of many factors. Refer to the Forward-Looking Statements safe harbor for information on the factors that could cause the company's actual results to differ materially from these forward-looking statements.

Non-GAAP financial measures exclude stock-based compensation expense, amortization expense of acquired intangible assets (including purchased patents), amortization of debt issuance costs and discount, mark-to-market adjustments on deferred compensation liabilities, legal reserve and settlement charges or benefits, acquisition-related provision (benefit) for income taxes, losses (gains) and other income from strategic investments, acquisition-related expenses (credits), net, and losses (gains) from deferred compensation assets. The company has not provided the most directly comparable GAAP measures because certain items are out of the company's control or cannot be reasonably predicted. Accordingly, a reconciliation for non-GAAP income from operations, non-GAAP net income attributable to CrowdStrike, and non-GAAP net income per share attributable to CrowdStrike common stockholders is not available without unreasonable effort.

Target Operating Model

Non-GAAP Measures

Target % of Revenue

Subscription Gross Margin

82 – 85%

S&M

28 – 33%

R&D

15 – 20%

G&A

5 – 7%

Operating Margin

28 – 32%

Free Cash Flow Margin

34 – 38%

Note: Targets are on a full year basis. Target ranges assume consistent macroeconomic conditions and do not include the impact of potential future M&A activity.

Non-GAAP financial figures exclude stock-based compensation expense and the amortization of acquired intangible assets. The company has not reconciled any of the non-GAAP measures referenced above to the most comparable GAAP measure in its long-term target non-GAAP operating model because certain items are out of the company's control and/or cannot be reasonably predicted. Accordingly, a reconciliation is not available without unreasonable effort.

Appendix

Appendix

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 $1 - \text{Dollar-Based Gross Retention Rate}$.

Free Cash Flow Rule of 40.

Free cash flow rule of 40 is calculated by taking the Current Quarter Total Revenue YoY Growth Rate + Current Quarter Free Cash Flow Margin

Module Adoption Rates.

Module adoption rates are calculated by taking the total number of customers with five or more, six or more, and seven or more modules, respectively, divided by the total number of subscription customers (excluding Falcon Go customers). Falcon Go customers are defined as customers who have subscribed with the Falcon Go bundle, a package designed for organizations with 100 endpoints or less.

Appendix (cont'd)

[Reports used for data shown in the chart titled "CY24 TAM | The AI-Native Security Platform"](#)

CY24 TAM:

- IDC Worldwide and U.S. Comprehensive Security Services Forecast, 2023–2027. (June 2023)
- IDC Worldwide IT Operations Management Software Forecast, 2022–2026. (August 2022)
- IDC Worldwide Client Endpoint Management Software Forecast, 2023–2027. (May 2023)
- Worldwide Corporate Endpoint Security Forecast, 2023–2027: Resilient and Robust Demand Contributes to the Market Doubling in Size Over the Next Five Years. (May 2023)
- Worldwide Trusted Access and Network Security Forecast, 2022–2026: Evolving Perimeter Complexities Accelerate the Shift to Service-Oriented Architecture. (December 2022)
- Worldwide Device Vulnerability Management Forecast, 2023–2027: Evolving Beyond Scanning. (February 2023)
- Worldwide Tier 2 SOC Analytics and Cloud-Native XDR Forecast, 2022–2026: Will XDR Become the Shining Light in a Dimming Global Outlook? (November 2022)
- Worldwide Threat Intelligence Forecast, 2023–2027: Is There Room for Individual Vendors to Make Money While Serving the Greater Good? (June 2023)
- Worldwide Attack Surface Management and Breach and Attack Simulation Forecast, 2022–2026: Reducing the angles of attackWorldwide Attack Surface Management and Breach and Attack Simulation Software Forecast, 2022–2026: Reducing the Angles of Attack. (August 2022)
- Worldwide Cloud Workload Security Forecast, 2023–2027: Complexity and Resiliency Fuel Growth. (June 2023)
- Worldwide IoT Security Forecast, 2021–2025: Critical Applications Accelerate Demand for Contextualized Security. (December 2021)
- Worldwide Application Performance Management Software Forecast, 2022–2026: Observability Drives Growth. (November 2022)
- Worldwide IT Automation and Configuration Management Software Forecast, 2022–2026. (February 2022)
- Worldwide IT Operations Analytics Software Forecast, 2022–2026. (March 2022)
- Company estimates

CY28 TAM:

- Company estimates. Includes organic category growth, product roadmap, future initiatives and estimated cloud security opportunity.

Appendix (cont'd)

Explanation 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.

Non-GAAP Income from Operations

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

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, 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, acquisition-related provision (benefit) for income taxes, losses (gains) and other income from strategic investments, and losses (gains) on deferred compensation assets.

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 CrowdStrike defines as net cash provided by operating activities less purchases of property and equipment, capitalized internal-use software and website development costs, and purchases of deferred compensation investments. CrowdStrike monitors free cash flow as one measure of its overall business performance, which enables CrowdStrike to analyze its future performance without the effects of non-cash items and allow CrowdStrike to better understand the cash needs of its business. While CrowdStrike believes that free cash flow is useful in evaluating its 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 CrowdStrike's liquidity is further limited as it does not represent the total increase or decrease in CrowdStrike's 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 INCOME STATEMENT

CROWDSTRIKE HOLDINGS, INC.
Condensed Consolidated Statements of Operations
(in thousands)
(unaudited)

	Q1 FY24	Q1 FY25
Revenue		
Subscription	\$ 651,175	\$ 872,172
Professional services	41,405	48,864
Total revenue	<u>692,580</u>	<u>921,036</u>
Cost of revenue		
Subscription	142,100	189,657
Professional services	27,130	35,346
Total cost of revenue	<u>169,230</u>	<u>225,003</u>
Gross profit		
Subscription	509,075	682,515
Professional services	14,275	13,518
Total gross profit	<u>523,350</u>	<u>696,033</u>
Operating expenses		
Sales and marketing	281,107	350,114
Research and development	179,065	235,249
General and administrative	82,634	103,734
Total operating expenses	<u>542,806</u>	<u>689,097</u>
Income (loss) from operations	(19,456)	6,936
Interest expense	(6,387)	(6,511)
Interest income	30,521	45,850
Other income, net	230	7,656
Income before provision for income taxes	<u>4,908</u>	<u>53,931</u>
Provision for income taxes	4,409	7,667
Net income	<u>499</u>	<u>46,264</u>
Net income attributable to non-controlling interest	8	3,444
Net income attributable to CrowdStrike	<u>\$ 491</u>	<u>\$ 42,820</u>
Net income per share attributable to CrowdStrike common stockholders:		
Basic	<u>\$ 0.00</u>	<u>\$ 0.18</u>
Diluted	<u>\$ 0.00</u>	<u>\$ 0.17</u>
Weighted-average shares used in computing net income per share attributable to CrowdStrike common stockholders:		
Basic	<u>236,414</u>	<u>242,389</u>
Diluted	<u>240,598</u>	<u>250,164</u>



GAAP to Non-GAAP Reconciliation

CROWDSTRIKE HOLDINGS, INC.
 Statements of Operations: GAAP to Non-GAAP Reconciliations
 (in thousands)
 (unaudited)

	Q1 FY24	Q1 FY25
GAAP subscription gross profit	\$ 509,075	\$ 682,515
Stock based compensation expense	8,966	13,916
Amortization of acquired intangible assets	3,580	5,045
Non-GAAP subscription gross profit	<u>\$ 521,621</u>	<u>\$ 701,476</u>
GAAP subscription gross margin	78%	78%
Non-GAAP subscription gross margin	80%	80%
GAAP professional services gross profit	\$ 14,275	\$ 13,518
Stock based compensation expense	4,630	6,273
Non-GAAP professional services gross profit	<u>\$ 18,905</u>	<u>\$ 19,791</u>
Total GAAP gross margin	76%	76%
Total Non-GAAP gross margin	78%	78%
GAAP Sales and marketing operating expenses	\$ 281,107	\$ 350,114
Stock based compensation expense	(35,739)	(52,258)
Amortization of acquired intangible assets	(531)	(603)
Mark-to-market adjustments on deferred compensation liabilities	(3)	(35)
Non-GAAP sales and marketing operating expenses	<u>\$ 244,834</u>	<u>\$ 297,218</u>
GAAP research and development operating expenses	\$ 179,065	\$ 235,249
Stock based compensation expense	(44,381)	(66,742)
Acquisition-related expenses, net	(371)	(477)
Mark-to-market adjustments on deferred compensation liabilities	(1)	(12)
Non-GAAP research and development operating expenses	<u>\$ 134,312</u>	<u>\$ 168,018</u>
GAAP general and administrative operating expenses	\$ 82,634	\$ 103,734
Stock based compensation expense	(37,140)	(43,936)
Acquisition-related credits (expenses), net	70	(2,147)
Amortization of acquired intangible assets	(63)	(347)
Mark-to-market adjustments on deferred compensation liabilities	—	(13)
Non-GAAP general and administrative operating expenses	<u>\$ 45,501</u>	<u>\$ 57,291</u>
GAAP income (loss) from operations	\$ (19,456)	\$ 6,936
Stock based compensation expense	130,856	183,125
Amortization of acquired intangible assets	4,174	5,995
Acquisition-related expenses, net	301	2,624
Mark-to-market adjustments on deferred compensation liabilities	4	60
Non-GAAP income from operations	<u>\$ 115,879</u>	<u>\$ 198,740</u>
GAAP operating margin	(3)%	1%
Non-GAAP operating margin	17%	22%



GAAP to Non-GAAP Reconciliation (Cont'd)

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

	Q1 FY24	Q1 FY25
GAAP net income attributable to CrowdStrike	\$ 491	\$ 42,820
Stock based compensation expense	130,856	183,125
Amortization of acquired intangible assets	4,174	5,995
Acquisition-related expenses, net	301	2,624
Amortization of debt issuance costs and discount	546	546
Mark-to-market adjustments on deferred compensation liabilities	4	60
Gains and other income from on strategic investments attributable to CrowdStrike	(8)	(3,444)
Gains on deferred compensation assets	(4)	(60)
Non-GAAP net income attributable to CrowdStrike	<u>\$ 136,360</u>	<u>\$ 231,666</u>
Weighted-average shares used in computing basic net income per share attributable to CrowdStrike common stockholders	<u>236,414</u>	<u>242,389</u>
GAAP basic net income per share attributable to CrowdStrike common stockholders	<u>\$ 0.00</u>	<u>\$ 0.18</u>
GAAP diluted net income per share attributable to CrowdStrike common shareholders	<u>\$ 0.00</u>	<u>\$ 0.17</u>
Stock-based compensation	0.54	0.73
Amortization of acquired intangible assets	0.02	0.02
Acquisition-related expenses, net	—	0.01
Amortization of debt issuance costs and discount	—	—
Mark-to-market adjustments on deferred compensation liabilities	—	—
Gains and other income from strategic investments attributable to CrowdStrike	—	(0.01)
Gains on deferred compensation assets	—	—
Other ⁽¹⁾	0.01	0.01
Non-GAAP diluted net income per share attributable to CrowdStrike common shareholders	<u>\$ 0.57</u>	<u>\$ 0.93</u>
Weighted-average shares used in calculating Non-GAAP diluted net income per share attributable to CrowdStrike common stockholders	240,598	250,164

1. 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.



Free Cash Flow Reconciliation

CROWDSTRIKE HOLDINGS, INC.
Free cash flow reconciliation
(In thousands)
(unaudited)

	Q1 FY24	Q1 FY25
Free cash flow reconciliation		
GAAP net cash provided by operating activities	\$ 300,892	\$ 383,228
Purchases of property and equipment	(62,264)	(49,683)
Capitalized internal-use software and website development costs	(10,902)	(10,479)
Purchases of deferred compensation investments	(290)	(609)
Free cash flow	<u>\$ 227,436</u>	<u>\$ 322,457</u>
Free cash flow margin	33%	35%



Supplemental Disclosure - Additional Metrics

CROWDSTRIKE HOLDINGS, INC.

Additional Metrics

(In thousands, except percentages and remaining performance obligations)

(unaudited)

	Q1FY24	Q1FY25
Annual recurring revenue	\$ 2,733,931	\$ 3,646,881
Year-over-year growth	42%	33%
Remaining performance obligations (in billions)	\$ 3.3	\$ 4.7
Revenue by geographic regions:		
United States	\$ 474,825	\$ 630,026
Europe, Middle East, and Africa	104,552	141,612
Asia Pacific	72,219	93,462
Other	40,984	55,936
Total revenue	<u>\$ 692,580</u>	<u>\$ 921,036</u>
Geographic breakdown of total revenue:		
United States	69%	68%
Europe, Middle East, and Africa	15%	15%
Asia Pacific	10%	10%
Other	6%	7%
Total	<u>100%</u>	<u>100%</u>
Non-GAAP operating expenses	\$ 424,647	\$ 522,527
Non-GAAP operating expenses as a percentage of revenue	61%	57%
Non-GAAP operating margin	17%	22%

