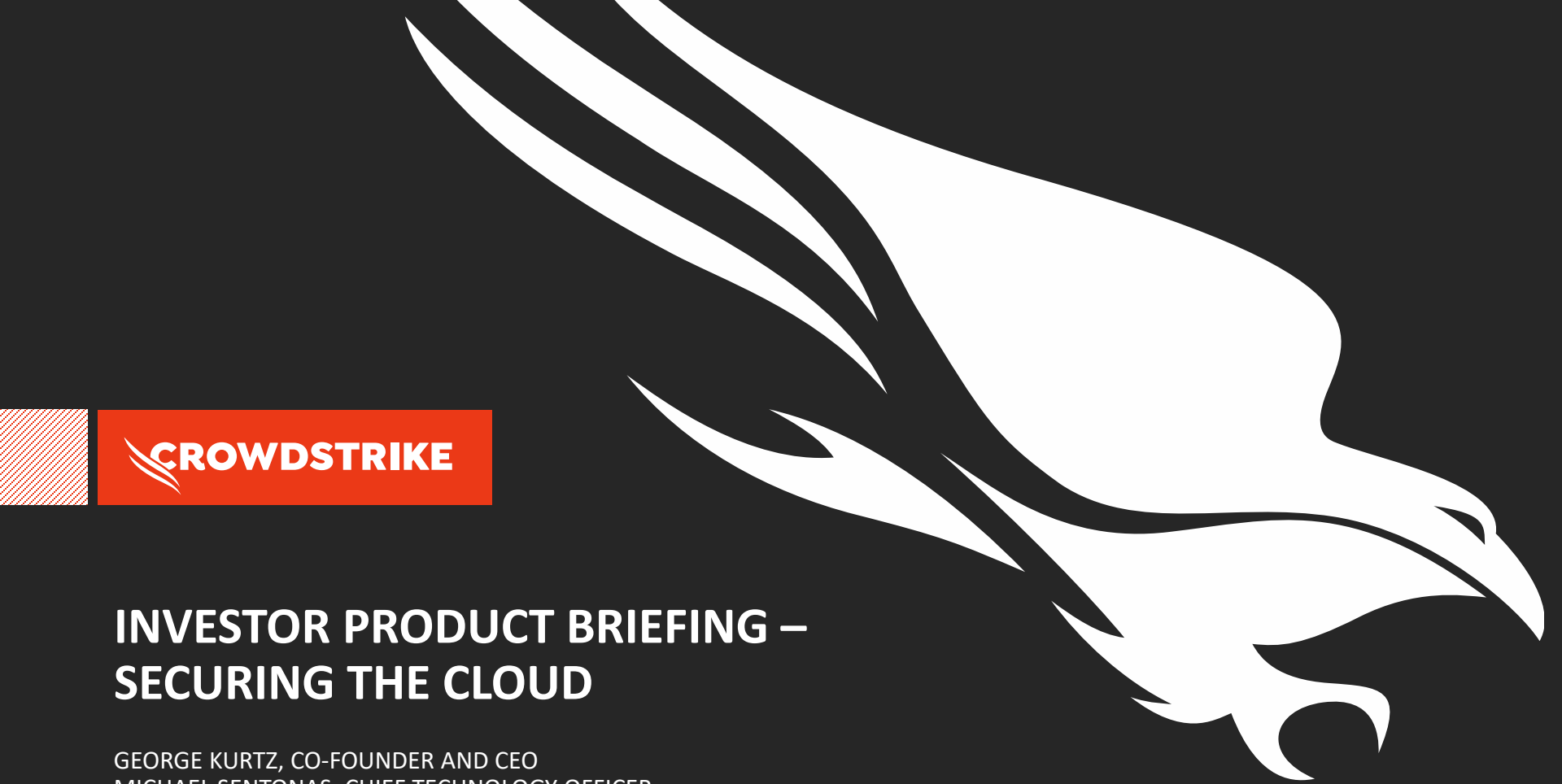

INVESTOR PRODUCT BRIEFING – SECURING THE CLOUD

GEORGE KURTZ, CO-FOUNDER AND CEO
MICHAEL SENTONAS, CHIEF TECHNOLOGY OFFICER

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SAFE HARBOR

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," "estimate," "expect," "intend," "may," "might," "plan," "project," "will," "would," "should," "could," "can," "predict," "potential," "continue," 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, 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. These and other risk factors are described in the "Risk Factors" section of our most recent Form 10-Q filed with the Securities and Exchange Commission. You should not rely upon forward-looking statements as predictions of future events. 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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Our fiscal year end is January 31, and our fiscal quarters end on April 30, July 31, October 31, and January 31. Our fiscal years ended January 31, 2017 , 2018, 2019, and 2020 are referred to herein as fiscal 2017, 2018, 2019, and 2020 respectively.

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CROWDSTRIKE

SECURING CLOUD WORKLOADS

George Kurtz, Co-Founder and CEO

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NEXT-GEN WORKLOAD PROTECTION

WORKSTATIONS

SERVERS

DATACENTER

CLOUD CONTAINERS

MOBILE

IOT

CONTAINERS ARE GOING MAINSTREAM

Gartner

"By 2025, more than 85% of global organizations will be running containerized applications in production, which is a significant increase from fewer than 35% in 2019."

Use of Kubernetes in production grew from 58% to 78% just between 2018 and 2019

- CNFC Survey, March 2020

Cumulative Docker Hub pulls nearly doubled in just the last six months

- Docker Index, July 2020

Gartner, Best Practices for Running Containers and Kubernetes in Production, August 2020. Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

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CLOUD PROTECTION LEADER

THREAT GRAPH

4 TRILLION
High fidelity signals/week

14 PETABYTES
Data secured in the cloud

OUR CUSTOMERS

~1 BILLION
Containers protected/day

14X
Growth in containers protected since March 2020

>20%
Servers protected are in the public cloud as of Sep-2020

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THE CLOUD BALANCING ACT

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CLOUD WORKLOADS ARE UNDER PROTECTED

CLOUD IT SPEND	2020	2023
IaaS and PaaS Vendor Revenue Estimate, IDC	$106.4 BILLION	$217.7 BILLION
CLOUD SECURITY SPEND		
Worldwide Hybrid Cloud Security Revenue Estimate, IDC	$1.2 BILLION	$2.0 BILLION
Cloud Security Spend as % of Cloud IT Spend	1.1%	0.9%

Insufficient Cloud Security Investment

Reports Used:
- Worldwide Hybrid Cloud Workload Security Forecast, July 2020
- IDC Semiannual Public Cloud Servers, May 2020

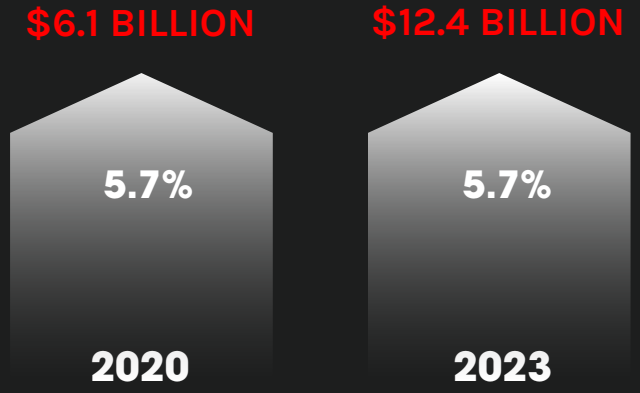
THE CLOUD SECURITY OPPORTUNITY

IDC

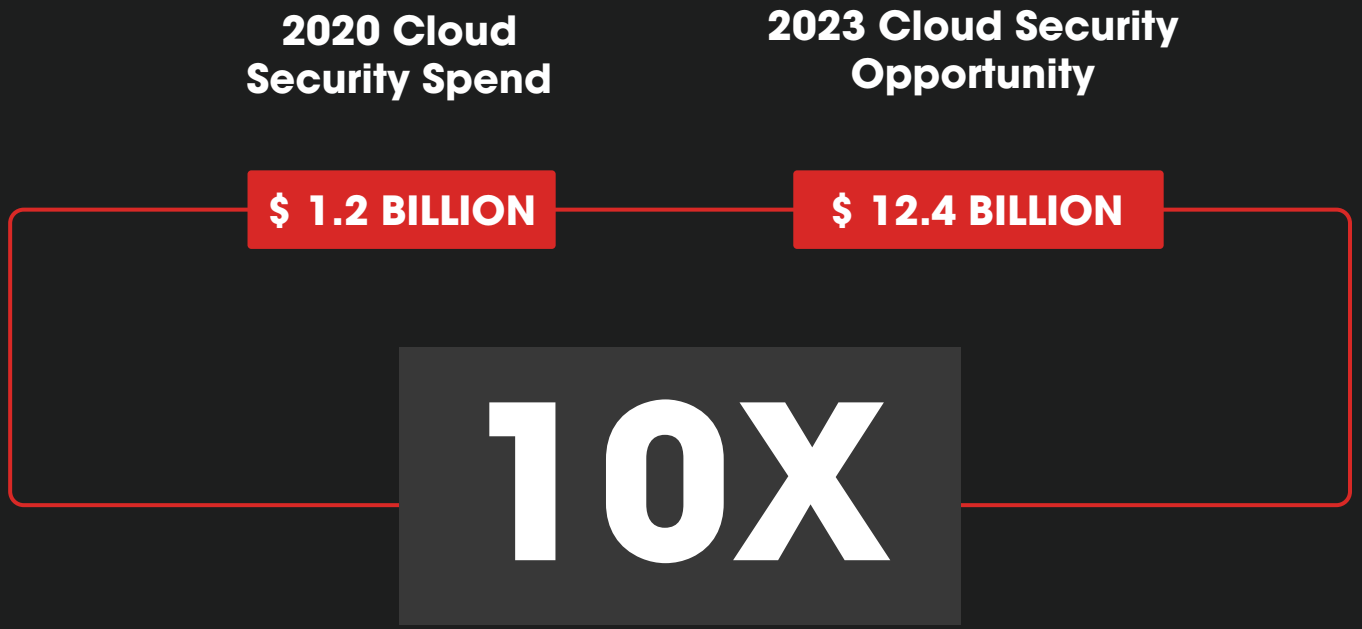
An organization should spend between **5% and 10%** of its IT budget on security.

- Frank Dickson, IDC

CLOUD SECURITY OPPORTUNITY



CLOUD IT SPEND	2020	2023
IaaS and PaaS Vendor Revenue Estimate, IDC	$106.4 BILLION	$217.7 BILLION


2020 Cloud Security Spend
$ 1.2 BILLION
2023 Cloud Security Opportunity
$ 12.4 BILLION
10X

TECHNOLOGY

Mike Sentonas, Chief Technology Officer

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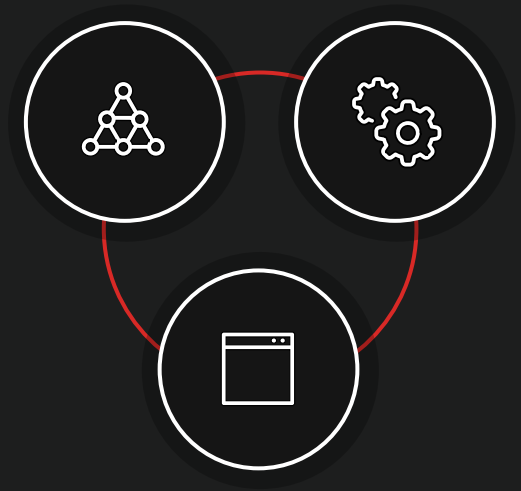
THE PROBLEM

Development

IT Operations



DevOps

Application Delivery

Security

CROWDSTRIKE

DevSecOps

Development

IT Operations

Speed
Agility
Supportability

Visibility
Security
Compliance

Application Delivery

Security

CURRENT APPROACHES

ON-PREM TECH

CLOUD RETROFIT

LEGACY

CLOUD NATIVE

THE CROWDSTRIKE APPROACH

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CROWDSTRIKE APPROACH TO CLOUD SECURITY

PROTECT AT RUNTIME

MONITOR ATTACK SURFACE

REDUCE RISK OF EXPOSURE

FOCUS ON ADVERSARY

WHAT'S NEXT?

ALL CORE NATIVE

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FALCON HORIZON

CROWDSTRIKE

FALCON HORIZON

CLOUD SECURITY POSTURE MANAGEMENT

CONTINUOUS THREAT DETECTION & CLOUD THREAT HUNTING

DISCOVERY & VISIBILITY

CONTINUOUS COMPLIANCE

MISCONFIGURATION MANAGEMENT & REMEDIATION

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CROWDSTRIKE

BUSINESS VALUE

Unified visibility across all workloads / Accelerate safe cloud migration and adoption / Maximize cloud workload and container protection / Meet dynamic nature of cloud workloads / Eliminate security blind spots / Meet and maintain compliance

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CLOUD CASE STUDIES

~75,000 EMPLOYEES

RETAIL COMPANY

Security and anonymity critical

Competing product created significant performance issues

10%* of cloud workloads protected today, opportunity to expand

~1,500 EMPLOYEES

WEB CONTENT COMPANY

Visibility is paramount

Do not spin up an instance without Falcon

100% of cloud workloads protected today

~3,000 EMPLOYEES

SAAS COMPANY

Rapidly growing environment

Need a security solution that can scale to match growth

100% of cloud workloads protected today

CLOUD WORKLOADS : TRADITIONAL ENDPOINTS

0.8:1*	4:1	36:1
~67% EPHEMERAL	~75% EPHEMERAL	<1% EPHEMERAL

ARR UPLIFT

~50%	~300%	~3500%

KEY TAKEAWAYS

CLOUD SECURITY PRESENTS SPECIFIC CHALLENGES

CROWSTRIKE HAS REAL WORLD EXPERIENCE IN CLOUD SECURITY

CROWDSTRIKE CLOUD SECURITY APPROACH

Know your adversary / Gain visibility / Protect at runtime / Reduce risk of exposure / Use a simple but powerful solution
a.k.a. Falcon

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10X
WORKLOADS
COMPLEXITY
OPPORTUNITY

THANK YOU

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