



# Financial Results

Q4 FY 2024

# 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,” “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.

Information in this presentation on new products, features, and functionality, including our expectations with respect to the development, release and timing thereof, is for informational purposes only and should not be relied upon.

Certain information contained in this presentation and statements made orally during this presentation relate to or are based on studies, publications, surveys and other data obtained from third-party sources and CrowdStrike’s own internal estimates and research. While CrowdStrike believes these third-party studies, publications, surveys and other data to be reliable as of the date of this presentation, it has not independently verified, and makes no representations as to the adequacy, fairness, accuracy or completeness of, any information obtained from third-party sources. In addition, no independent source has evaluated the reasonableness or accuracy of CrowdStrike’s internal estimates or research and no reliance should be made on any information or statements made in this presentation relating to or based on such internal estimates and research.

# 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 Q4 At-a-Glance: Platform Driving Record Results

**Record & Accelerating  
Net New ARR Growth**

Ending ARR

**\$3.44B**

+34% YoY

Net New ARR

**\$282M**

+27% YoY

**Growing Customer Size  
& Record Big Deal Volume**

Customers with >\$1M Ending ARR

**>580**

>33% YoY

Q4 Deals >\$1M Total Deal Value

**>250**

>30% YoY

**Record Profit  
& Free Cash Flow**

Operating Margin

**25%**

+10 percentage points YoY

Diluted EPS

**\$0.95**

+102% YoY

Free Cash Flow

**\$283M**

+35% YoY

Free Cash Flow Margin & Rule of 40

**33%**

**66**

Note: All financial figures are non-GAAP as of Q4 FY24. 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.

# FY24 At-a-Glance

Achieved

**\$875M**

Net New ARR

Reached

**\$3.44B**

Ending ARR

Delivered

**\$938M**

Free Cash Flow

**80%**

Non-GAAP Subscription  
Gross Margin

**22%**

Non-GAAP  
Operating Margin

**31%**

Free Cash  
Flow Margin

**67**

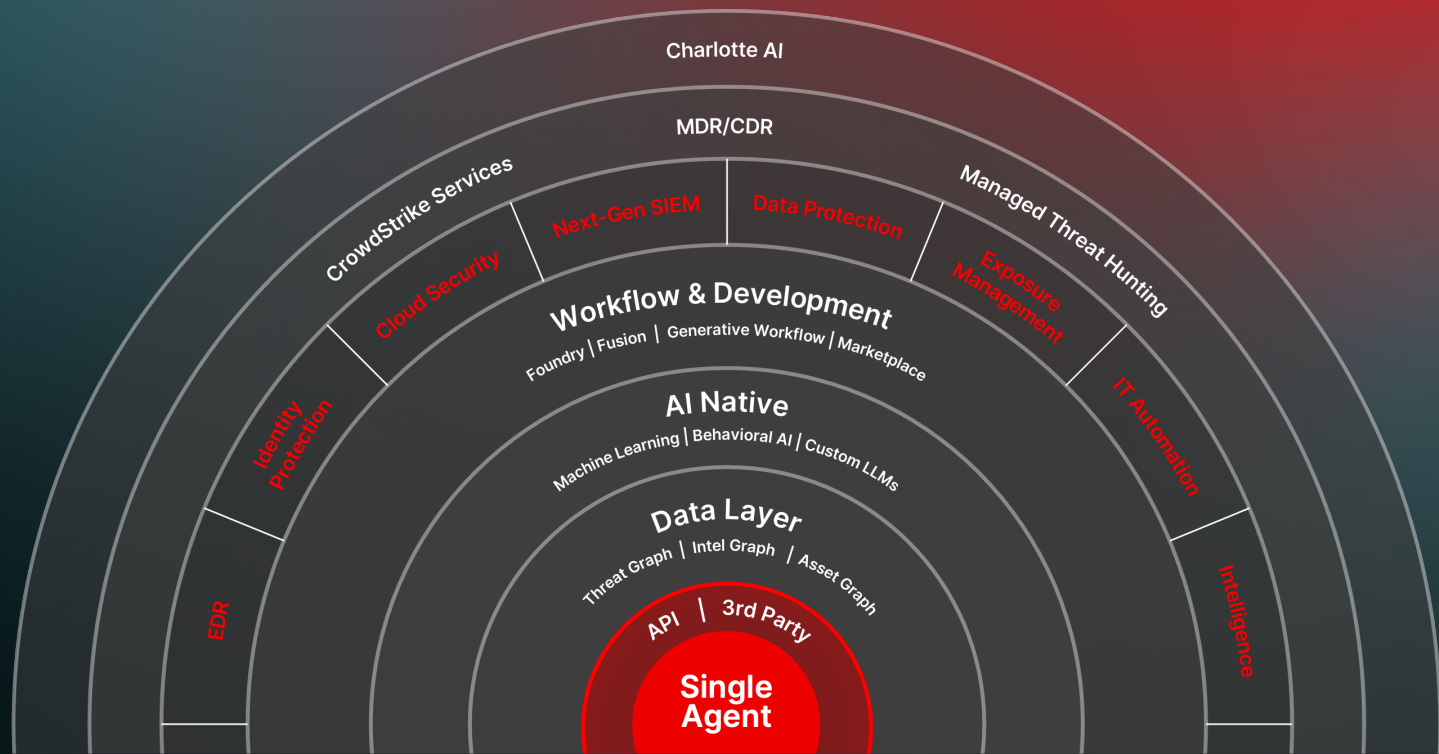
Free Cash Flow  
Rule of 40

All financial figures as of fiscal year ended January 31, 2024. See Appendix for definition of metrics and reconciliations 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**

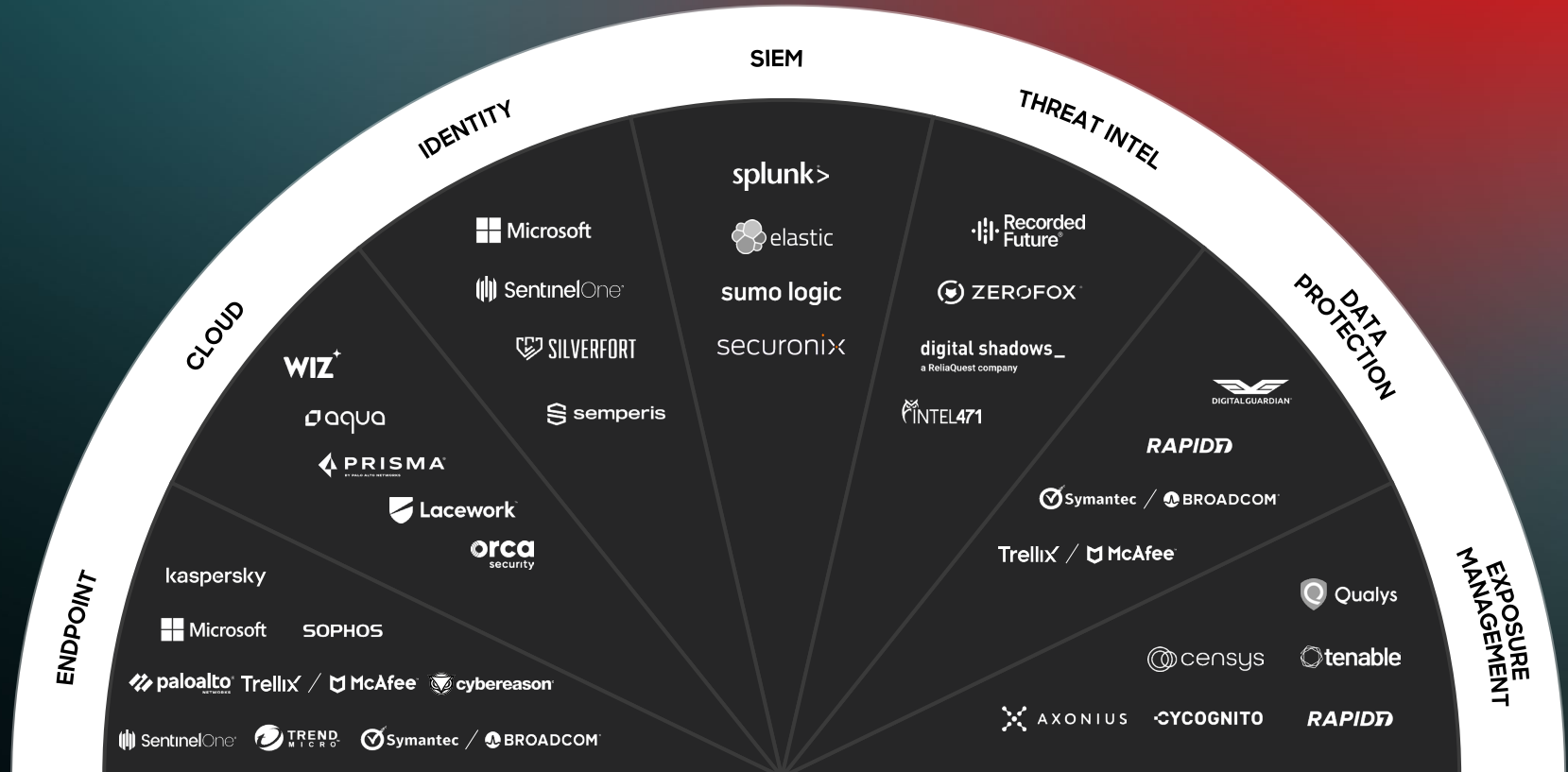
**CY28 TAM**

---

**The AI-Native  
Security Platform**

# The Falcon Platform: Driving Consolidation

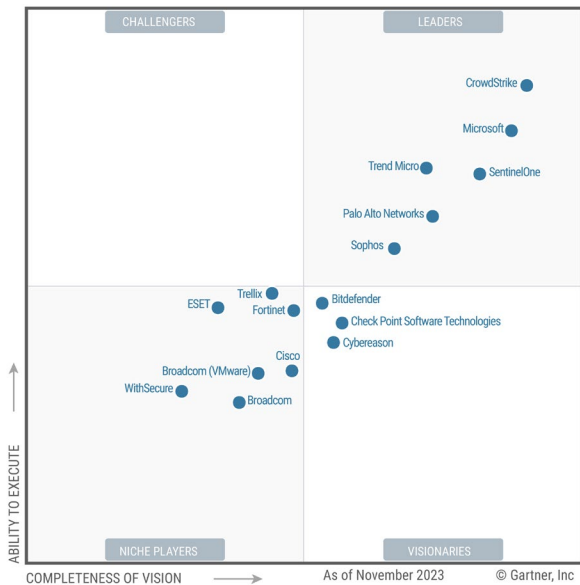
Our Single Platform Displaces Point Products and Lowers TCO



# CrowdStrike Named a Leader

## 2023 Gartner® Magic Quadrant™ for Endpoint Protection Platforms

Figure 1: Magic Quadrant for Endpoint Protection Platforms



Source: Gartner (December 2023)

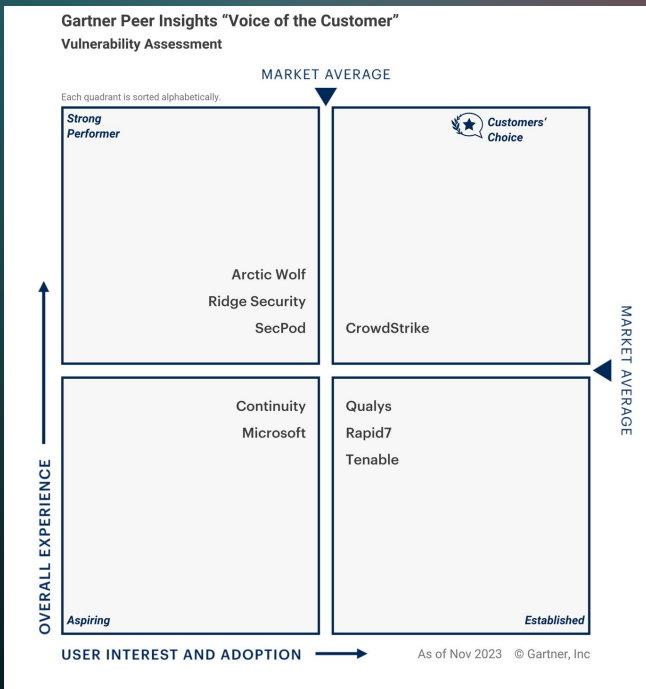
# CROWDSTRIKE

- Placed Furthest to the Right for Completeness of Vision for the Fourth Consecutive Time
- Placed Highest for Ability to Execute

Disclaimer: 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.

Gartner is a registered trademark and service mark, and Magic Quadrant is a registered trademark of Gartner, Inc. and/or its affiliates in the U.S. and internationally and are used herein with permission. All rights reserved. Gartner®, Magic Quadrant™ for Endpoint Protection Platforms, 31 December 2023, Evgeny Mirolyubov, Max Taggett, Franz Hinner, Nikul Patel.

# Customers' Choice for Vulnerability Assessment



 **CROWDSTRIKE**

- Recognized as the only Customers' Choice

2024 Gartner Peer Insights™ Voice of the Customer for Vulnerability Assessment

Gartner, Voice of the Customer for Vulnerability Assessment, January 2024. Disclaimer: Gartner and Peer Insights™ are trademarks of Gartner, Inc. and/or its affiliates. All rights reserved. Gartner Peer Insights content consists of the opinions of individual end users based on their own experiences, and should not be construed as statements of fact, nor do they represent the views of Gartner or its affiliates. Gartner does not endorse any vendor, product or service depicted in this content nor makes any warranties, expressed or implied, with respect to this content, about its accuracy or completeness, including any warranties of merchantability or fitness for a particular purpose. The Gartner content described herein, (the "Gartner Content") represent(s) research opinion or viewpoints published, as part of a syndicated subscription service, by Gartner, Inc. ("Gartner"), and are not representations of fact. Gartner Content speaks as of its original publication date (and not as of the date of this press release) and the opinions expressed in the Gartner Content are subject to change without notice.

# CrowdStrike Named a Leader

The Forrester Wave™: Cloud Workload Security, Q1 2024



## CROWDSTRIKE



Ranked the highest in the Strategy category



Received the highest scores possible in the Vision and Innovation criteria

Report Referenced: The Forrester Wave™: Cloud Workload Security, Q1 2024 report, Forrester Research, Inc., January 30, 2024

The Forrester Wave™ is copyrighted by Forrester Research, Inc. Forrester and Forrester Wave™ are trademarks of Forrester Research, Inc. The Forrester Wave™ is a graphical representation of Forrester's call on a market and is plotted using a detailed spreadsheet with exposed scores, weightings, and comments. Forrester does not endorse any vendor, product, or service depicted in the Forrester Wave™. Information is based on the best available resources. Opinions reflect judgment at the time and are subject to change.

© CrowdStrike, Inc. All rights reserved.



CROWDSTRIKE

# Platform Adoption

# Customers are Embracing the Falcon Platform

Deals with 8 or More Modules More Than Doubled YoY



64%

Customers Adopted  
5 or More Modules



43%

Customers Adopted  
6 or More Modules



27%

Customers Adopted  
7 or More Modules

Percent of Subscription Customers with Multiple Cloud Module Subscriptions. All figures are as of the quarter ended January 31, 2024. Module adoption rates exclude Falcon Go customers. See appendix for the definition of module adoption rates.

# Driving Rapid Platform Growth



**Public Cloud  
Deployed**



**Identity  
Security**



**LogScale  
Next-Gen SIEM**

**>\$850M**  
**4Q24 Ending ARR**

More Than Doubled YoY



# Driving Rapid Platform Growth

## Cloud Security

**>\$400M**

4Q24 Ending ARR

**>90%**

Y/Y Growth

**Record  
Net New ARR**

Nearly 200% growth YoY



8-figure deal:  
Hypergrowth AI company



8-figure deal:  
Leading hyperscaler

All figures are as of Q4 FY24. Customer wins represent total deal value which includes all modules sold.

# Driving Rapid Platform Growth

## Identity Security

**>\$300M**

4Q24 Ending ARR

**>100%**

Y/Y Growth

**Record**

Net new logos



8-figure deal:  
Major chip manufacturer



7-figure deal:  
Major cruise line

All figures are as of Q4 FY24. Customer wins represent total deal value includes all modules sold.

# Driving Rapid Platform Growth

## LogScale Next-Gen SIEM

**>\$150M**

4Q24 Ending ARR

**>160%**

Y/Y Growth

**Record  
Net New ARR**

Growth accelerated to >170% YoY



7-figure deal:  
Large European manufacturer



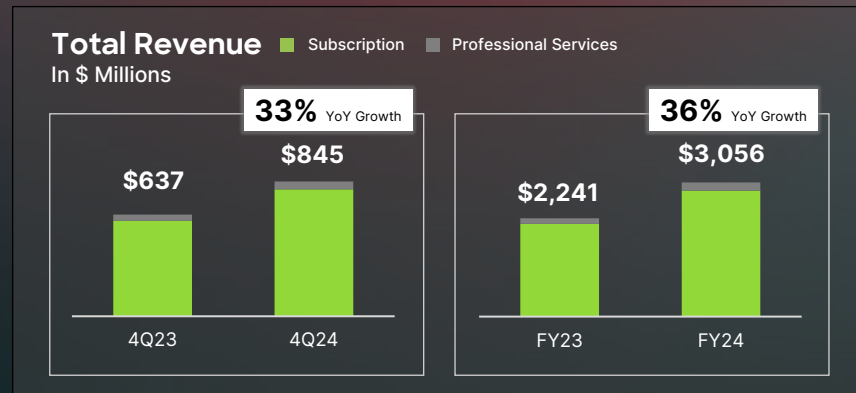
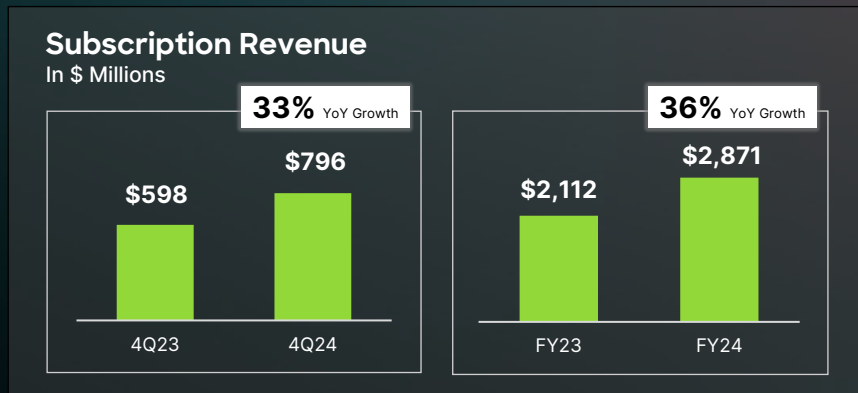
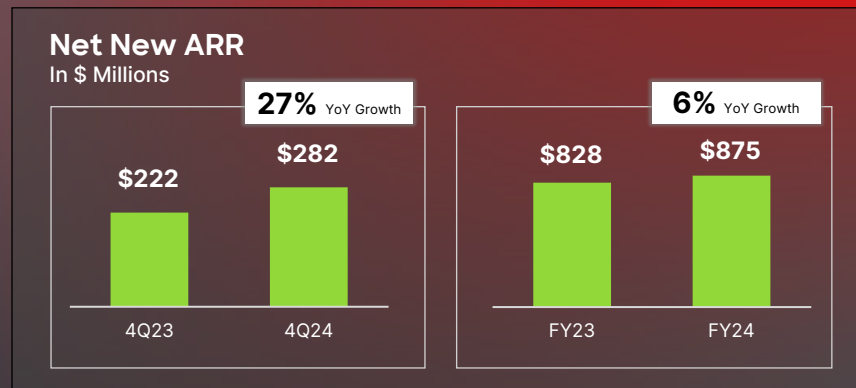
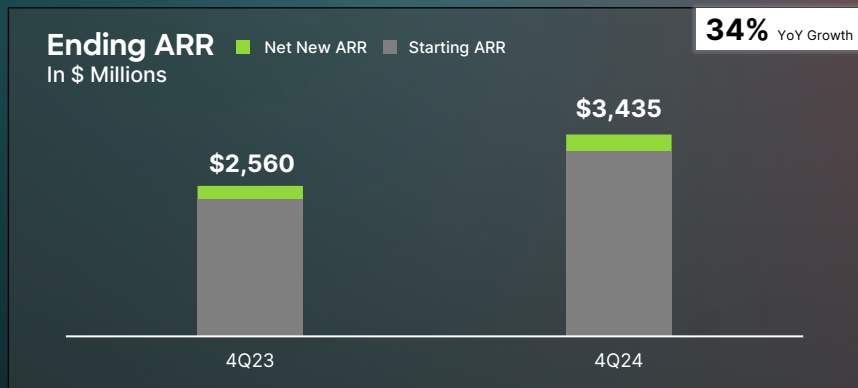
7-figure deal:  
Major mobile computing company



7-figure deal:  
Fortune 500 hospitality group

# Financial Overview

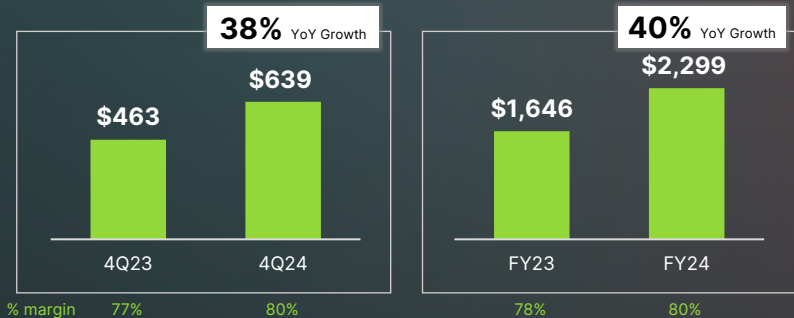
# Growth at Scale



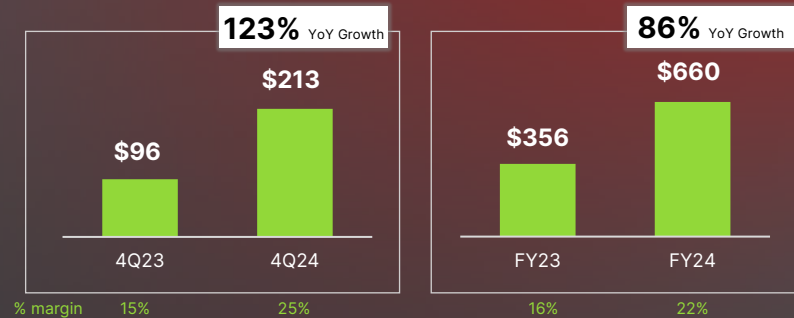
Note: Fiscal year ends January 31. See Appendix for definition of metrics.

# Non-GAAP Profit & Free Cash Flow

## Subscription Gross Profit

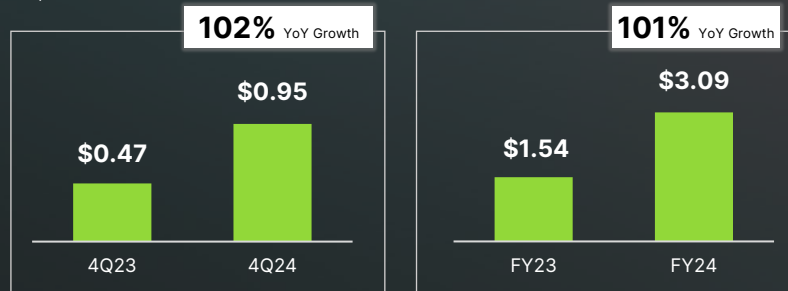


## Operating Income



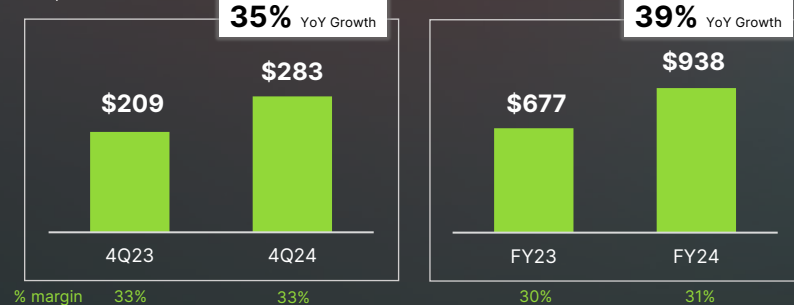
## Diluted Earnings Per Share

In \$ Dollars



## Free Cash Flow

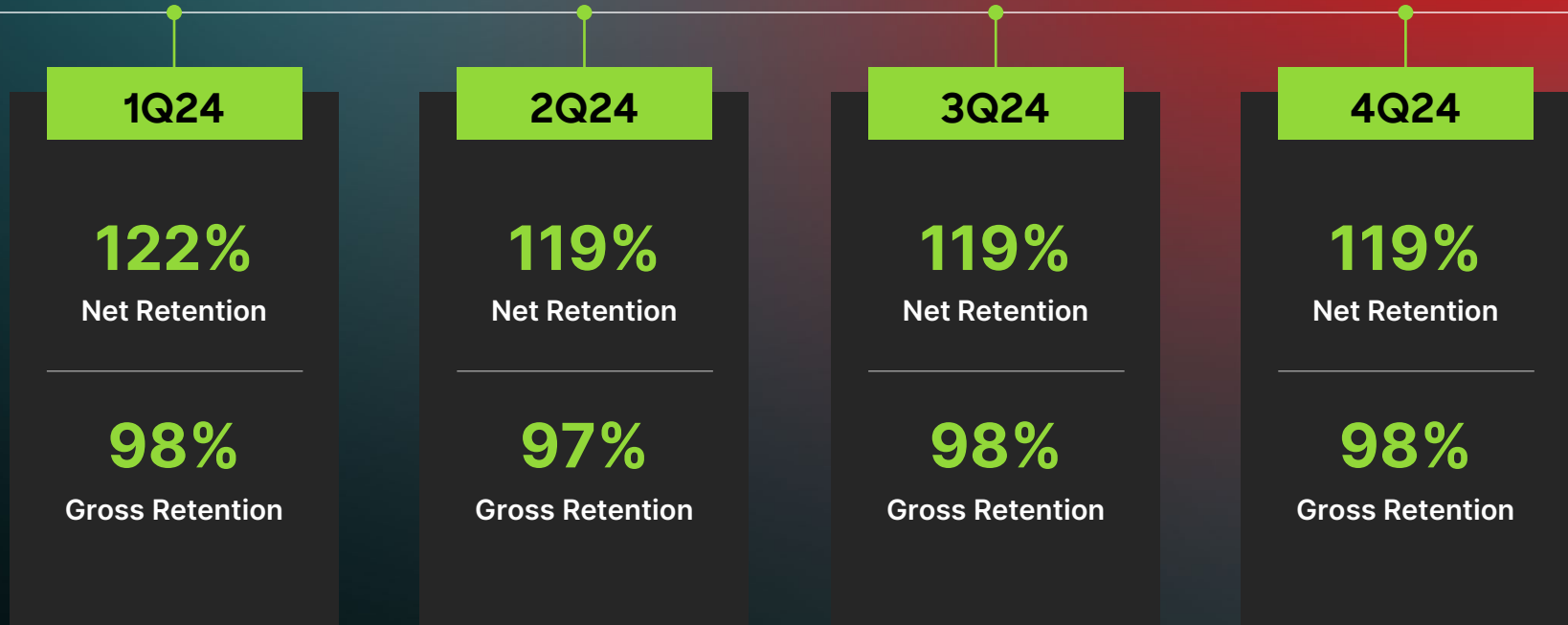
In \$ Millions



Note: Fiscal year ends January 31. All financial figures are non-GAAP as of Q4 FY24. 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.

# Strong Customer Retention & Expansion

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



# Key Takeaways

1

## Record Financial Performance

**\$3.44B**

Ending ARR  
+34% Y/Y

**\$282M**

Net New ARR

✓ 27%, accelerating growth

- ✓ Record non-GAAP operating income, net income & EPS - all grew >100% YoY
- ✓ Record free cash flow, 33% of revenue
- ✓ Fourth consecutive quarter of GAAP net income

2

## Driving Platform Adoption

**>\$400M**

Cloud Deployed  
Ending ARR

+

**>\$300M**

Identity Security  
Ending ARR

+

**>\$150M**

LogScale NG SIEM  
Ending ARR



**>\$850M**

Combined  
Ending ARR

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 >100% 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

	Q1 FY2025	Full Year FY2025
Revenue	\$902.2 - \$905.8M	\$3,924.9 - \$3,989.0M
Non-GAAP Income from Operations	\$188.1 - \$190.8M	\$863.6 - \$913.0M
Non-GAAP Net Income	\$220.4 - \$223.1M	\$940.3 - \$989.7M
Non-GAAP Net Income per share	\$0.89 - \$0.90	\$3.77 - \$3.97
Weighted Average Shares	~248M	~250M

CrowdStrike is providing the following guidance for the first quarter of fiscal 2025 (ending April 30, 2024) and full 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.

# Modeling Points

## ARR

While we do not specifically guide to ending or net new ARR, given the incredible performance of Q4, our current seasonality assumptions with respect to net new ARR in Q1 call for Q1 net new ARR year-over-year growth to be at least double-digits, up to the low teens.

## Operating Leverage

Given our strong momentum in the market, we are increasing our pace of hiring in FY25 as we continue to scale the business and invest in our innovation engine and go-to-market functions. As a result of increased hiring in the first half of the year, changes to the timing of our merit cycle and the timing of certain marketing programs, we expect operating leverage to be more weighted to the back half of FY25.

## Free Cash Flow

We are raising our free cash flow target for FY25 from between 30% and 32% percent to between 31% and 33% of revenue.

## CapEx, Cash Taxes, Interest Income & Expense

This assumes CapEx as a percent of revenue to be between 8% and 10%, interest income of \$185 million and approximately \$18 million in cash outlay for income taxes. We expect interest expense to remain consistent with FY24.

## Share Dilution

As implied in our guidance, we expect weighted average diluted share count to not exceed 3 percent growth in fiscal 2025.

CrowdStrike is providing the following modeling points for the first quarter of fiscal 2025 (ending April 30, 2024) and full 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.

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

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

### **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.**

Beginning in the fourth quarter of fiscal 2023, 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

	Q4 FY23	Q4 FY24	FY23	FY24
Revenue				
Subscription	\$ 598,263	\$ 795,947	\$ 2,111,660	\$ 2,870,557
Professional services	39,104	49,388	129,576	184,998
Total revenue	637,367	845,335	2,241,236	3,055,555
Cost of revenue				
Subscription	149,426	175,509	511,684	630,745
Professional services	26,178	33,063	89,547	124,978
Total cost of revenue	175,604	208,572	601,231	755,723
Gross profit				
Subscription	448,837	620,438	1,599,976	2,239,812
Professional services	12,926	16,325	40,029	60,020
Total gross profit	461,763	636,763	1,640,005	2,299,832
Operating expenses				
Sales and marketing	246,439	290,357	904,409	1,140,566
Research and development	191,845	213,998	608,364	768,497
General and administrative	84,979	102,737	317,344	392,764
Total operating expenses	523,263	607,092	1,830,117	2,301,827
Income (loss) from operations	(61,500)	29,671	(190,112)	(1,995)
Interest expense	(6,352)	(6,422)	(25,319)	(25,756)
Interest income	27,016	41,685	52,495	148,930
Other income (expense)	(2,782)	3,616	3,053	1,638
Income (loss) before provision for income taxes	(43,618)	68,550	(159,883)	122,817
Provision for income taxes	5,314	13,609	22,402	32,232
Net income (loss)	(48,932)	54,941	(182,285)	90,585
Net income (loss) attributable to non-controlling interest	(1,451)	1,242	960	1,258
Net income (loss) attributable to CrowdStrike	\$ (47,481)	\$ 53,699	\$ (183,245)	\$ 89,327
Net income (loss) per share attributable to CrowdStrike common stockholders:				
Basic	\$ (0.20)	\$ 0.22	\$ (0.79)	\$ 0.37
Diluted	\$ (0.20)	\$ 0.22	\$ (0.79)	\$ 0.37
Weighted-average shares used in computing net income (loss) per share attributable to CrowdStrike common stockholders:				
Basic	235,027	240,856	233,139	238,637
Diluted	235,027	247,936	233,139	243,635



# GAAP to Non-GAAP Reconciliation

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

	Q4FY23	Q4 FY24	FY23	FY24
GAAP subscription gross profit	\$ 448,837	\$ 620,438	\$ 1,599,976	\$ 2,239,812
Stock based compensation expense	10,134	13,311	32,091	43,886
Amortization of acquired intangible assets	3,571	4,819	13,907	15,560
Non-GAAP subscription gross profit	<u>\$ 462,542</u>	<u>\$ 638,568</u>	<u>\$ 1,645,974</u>	<u>\$ 2,299,258</u>
GAAP subscription gross margin	75%	78%	76%	78%
Non-GAAP subscription gross margin	77%	80%	78%	80%
GAAP professional services gross profit	\$ 12,926	\$ 16,325	\$ 40,029	\$ 60,020
Stock based compensation expense	5,096	6,282	15,692	22,302
Non-GAAP professional services gross profit	<u>\$ 18,022</u>	<u>\$ 22,607</u>	<u>\$ 55,721</u>	<u>\$ 82,322</u>
Total GAAP gross margin	72%	75%	73%	75%
Total Non-GAAP gross margin	75%	78%	76%	78%
GAAP Sales and marketing operating expenses	\$ 246,439	\$ 290,357	\$ 904,409	\$ 1,140,566
Stock based compensation expense	(42,747)	(46,083)	(151,919)	(175,808)
Amortization of acquired intangible assets	(619)	(602)	(2,557)	(2,085)
Mark-to-market adjustments on deferred compensation liabilities	—	(125)	—	(92)
Non-GAAP sales and marketing operating expenses	<u>\$ 203,073</u>	<u>\$ 243,547</u>	<u>\$ 749,933</u>	<u>\$ 962,581</u>
GAAP research and development operating expenses	\$ 191,845	\$ 213,998	\$ 608,364	\$ 768,497
Stock based compensation expense	(54,364)	(62,142)	(174,711)	(205,896)
Amortization of acquired intangible assets	—	—	—	(468)
Acquisition-related expenses, net	—	—	—	(750)
Mark-to-market adjustments on deferred compensation liabilities	—	(81)	—	(61)
Non-GAAP research and development operating expenses	<u>\$ 137,481</u>	<u>\$ 151,775</u>	<u>\$ 433,653</u>	<u>\$ 561,322</u>
GAAP general and administrative operating expenses	\$ 84,979	\$ 102,737	\$ 317,344	\$ 392,764
Stock based compensation expense	(40,006)	(48,454)	(152,091)	(183,627)
Acquisition-related expenses, net	(477)	(428)	(2,664)	(3,632)
Amortization of acquired intangible assets	(36)	(82)	(101)	(303)
Mark-to-market adjustments on deferred compensation liabilities	(1)	(31)	(1)	(23)
Legal reserve and settlement charges	—	(1,000)	—	(7,797)
Non-GAAP general and administrative operating expenses	<u>\$ 44,459</u>	<u>\$ 52,742</u>	<u>\$ 162,487</u>	<u>\$ 197,382</u>
GAAP income (loss) from operations	\$ (61,500)	\$ 29,671	\$ (190,112)	\$ (1,995)
Stock based compensation expense	152,347	176,272	526,504	631,519
Amortization of acquired intangible assets	4,226	5,503	16,585	18,416
Acquisition-related expenses, net	477	428	2,664	4,382
Mark-to-market adjustments on deferred compensation liabilities	1	237	1	176
Legal reserve and settlement charges	—	1,000	—	7,797
Non-GAAP income from operations	<u>\$ 95,551</u>	<u>\$ 213,111</u>	<u>\$ 355,622</u>	<u>\$ 660,295</u>

# 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)

	Q4 FY23	Q4 FY24	FY23	FY24
GAAP net income (loss) attributable to CrowdStrike	\$ (47,481)	\$ 53,699	\$ (183,245)	\$ 89,327
Stock based compensation expense	152,347	176,272	526,504	631,519
Amortization of acquired intangible assets	4,226	5,503	16,565	18,416
Acquisition-related expenses, net	477	428	2,664	4,382
Amortization of debt issuance costs and discount	548	546	2,187	2,186
Mark-to-market adjustments on deferred compensation liabilities	1	237	1	176
Legal reserve and settlement charges	—	1,000	—	7,797
Provision (benefit) for income taxes <sup>(1)</sup>	—	—	4,658	(615)
Losses (gains) and other income from on strategic investments attributable to CrowdStrike	1,451	(1,242)	(960)	(1,258)
Gains on deferred compensation assets	(1)	(237)	(1)	(176)
Non-GAAP net income attributable to CrowdStrike	\$ 111,588	\$ 236,206	\$ 368,373	\$ 751,754
Weighted-average shares used in computing basic net income (loss) per share attributable to CrowdStrike common stockholders	235,027	240,856	233,139	238,637
GAAP basic net income (loss) per share attributable to CrowdStrike common stockholders	\$ (0.20)	\$ 0.22	\$ (0.79)	\$ 0.37
GAAP diluted net income (loss) per share attributable to CrowdStrike common shareholders	\$ (0.20)	\$ 0.22	\$ (0.79)	\$ 0.37
Stock-based compensation	0.64	0.71	2.20	2.59
Amortization of acquired intangible assets	0.02	0.02	0.07	0.08
Acquisition-related expenses, net	—	—	0.01	0.02
Amortization of debt issuance costs and discount	—	—	0.01	0.01
Mark-to-market adjustments on deferred compensation liabilities	—	—	—	—
Legal reserve and settlement charges	—	—	—	0.03
Provision (benefit) for income taxes <sup>(1)</sup>	—	—	0.02	—
Adjustment to fully diluted earnings per share <sup>(2)</sup>	—	0.01	0.02	—
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 shareholders	\$ 0.47	\$ 0.95	\$ 1.54	\$ 3.09
Weighted-average shares used in diluted net income (loss) per share attributable to CrowdStrike common stockholders calculation:				
GAAP	235,027	240,856	233,139	238,637
Non-GAAP	239,501	247,936	239,098	243,635

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 (credits), net, amortization of debt issuance costs and discount, mark-to-market adjustments on deferred compensation liabilities, gains on deferred compensation assets, losses (gains) and other income from strategic investments attributable to CrowdStrike 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 of rounding differences or 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. 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.

# Free Cash Flow Reconciliation

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

	Q4 FY23	Q4 FY24	FY 23	FY 24
Free cash flow reconciliation				
GAAP net cash provided by operating activities	\$ 273,293	\$ 347,016	\$ 941,007	\$ 1,166,207
Purchases of property and equipment	(55,410)	(52,584)	(235,019)	(176,529)
Capitalized internal-use software and website development	(8,356)	(10,852)	(29,095)	(49,457)
Purchases of deferred compensation investments	(64)	(569)	(64)	(2,031)
Free cash flow	<u>\$ 209,463</u>	<u>\$ 283,011</u>	<u>\$ 676,829</u>	<u>\$ 938,190</u>
Free cash flow margin	33%	33%	30%	31%

# Supplemental Disclosure - Additional Metrics

CROWDSTRIKE HOLDINGS, INC.

Additional Metrics

(In thousands, except percentages and remaining performance obligations)

(unaudited)

	Q4FY23		Q4FY24
Annual recurring revenue	\$ 2,559,694	\$	3,435,150
Year-over-year growth	48%		34%
Remaining performance obligations (in billions)	\$ 3.4	\$	4.6
Revenue by geographic regions:			
United States	\$ 440,414	\$	574,485
Europe, Middle East, and Africa	94,543		132,309
Asia Pacific	65,411		86,648
Other	36,999		51,893
Total revenue	<u>\$ 637,367</u>	<u>\$</u>	<u>845,335</u>
Geographic breakdown of total revenue:			
United States	69%		68%
Europe, Middle East, and Africa	15%		16%
Asia Pacific	10%		10%
Other	6%		6%
Total	<u>100%</u>		<u>100%</u>
Non-GAAP operating expenses	\$ 385,013	\$	448,064
Non-GAAP operating expenses as a percentage of revenue	60%		53%
Non-GAAP operating margin	15%		25%