



# Financial Results

Q3 FY 2025

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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 Q3 At-a-Glance:

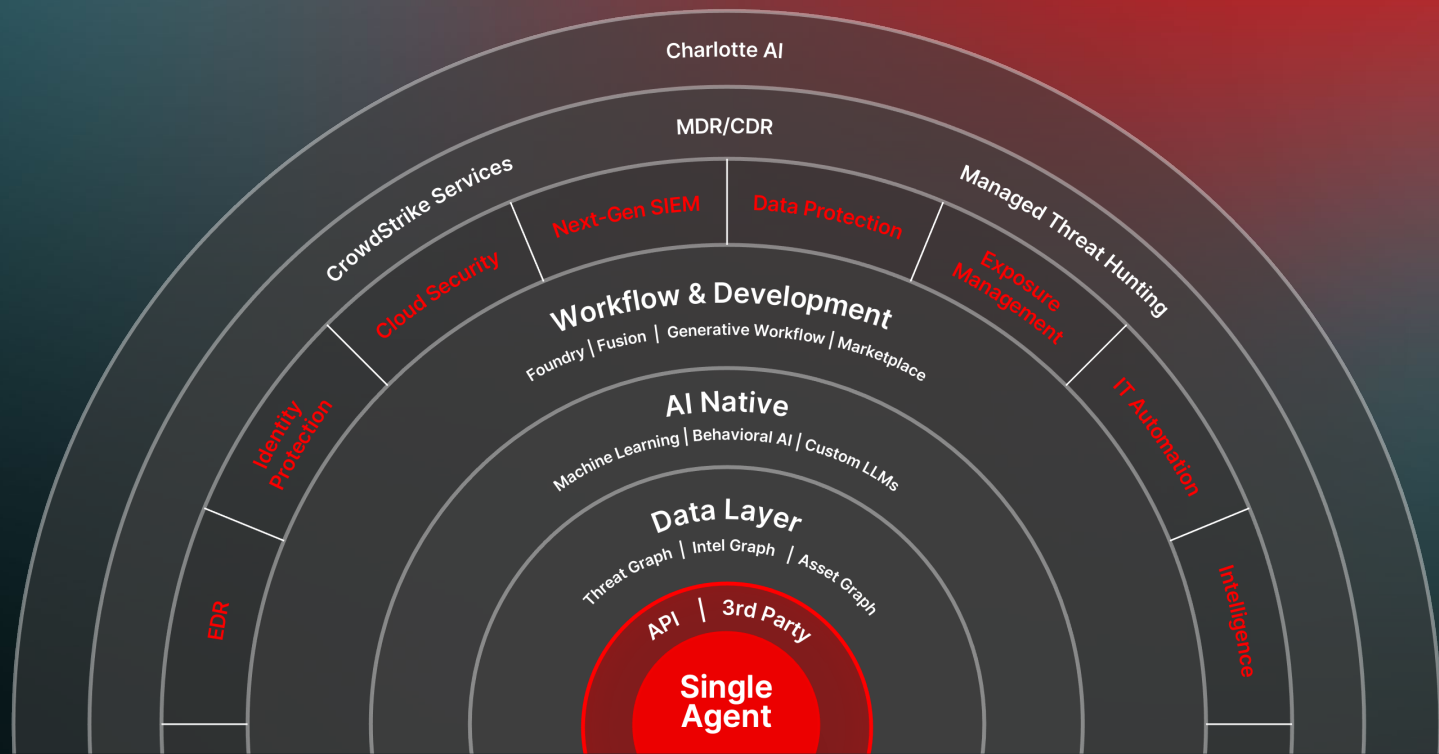
<b>Ending ARR Surpasses \$4B Milestone</b>	<b>Ending ARR</b>	<b>Net New ARR</b>
	\$4.02B	\$153M
<b>Increased Operating Profit &amp; EPS</b>	<b>Operating Profit</b>	<b>Diluted EPS</b>
	\$195M	\$0.93
	<b>Free Cash Flow</b>	<b>Free Cash Flow Margin &amp; Rule of 40</b>
	\$231M	23% / 51

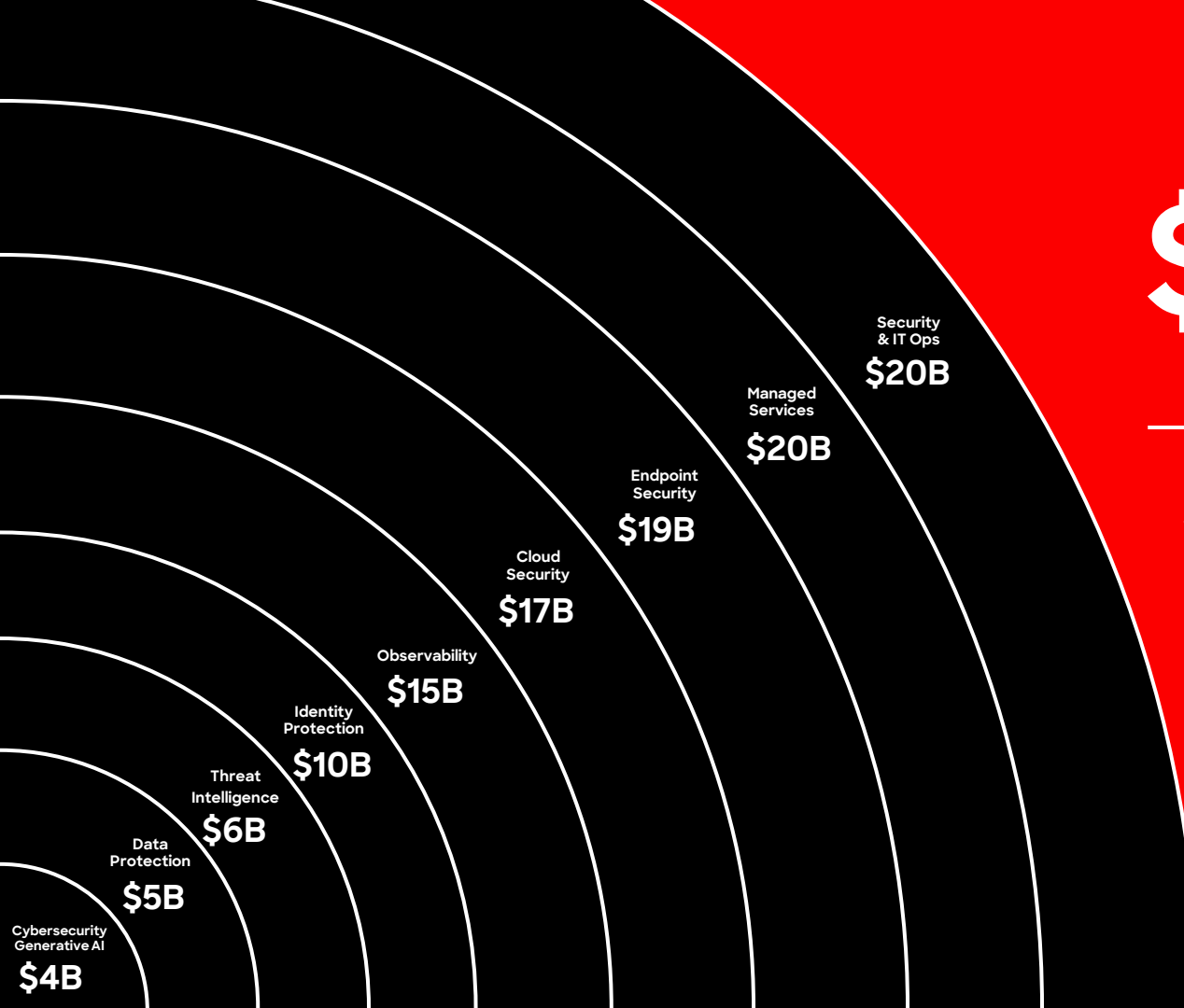
Note: All financial figures are non-GAAP as of Q3 FY25. Fiscal year ends January 31. See Appendix for definition of metrics and a reconciliation of each non-GAAP financial measure to the most directly comparable financial measure stated in accordance with GAAP.

# Market Opportunity & Leadership

# Our AI-Native XDR Platform Creates Opportunity

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





# \$116B

## CY25 TAM

### The AI-Native Security Platform

Source: IDC and company estimates. See appendix.

**\$116B**

**CY25 TAM**

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**The AI-Native  
Security Platform**

**\$250B**

**CY29 TAM**

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**The AI-Native  
Security Platform**

Security  
& IT Ops

**\$20B**

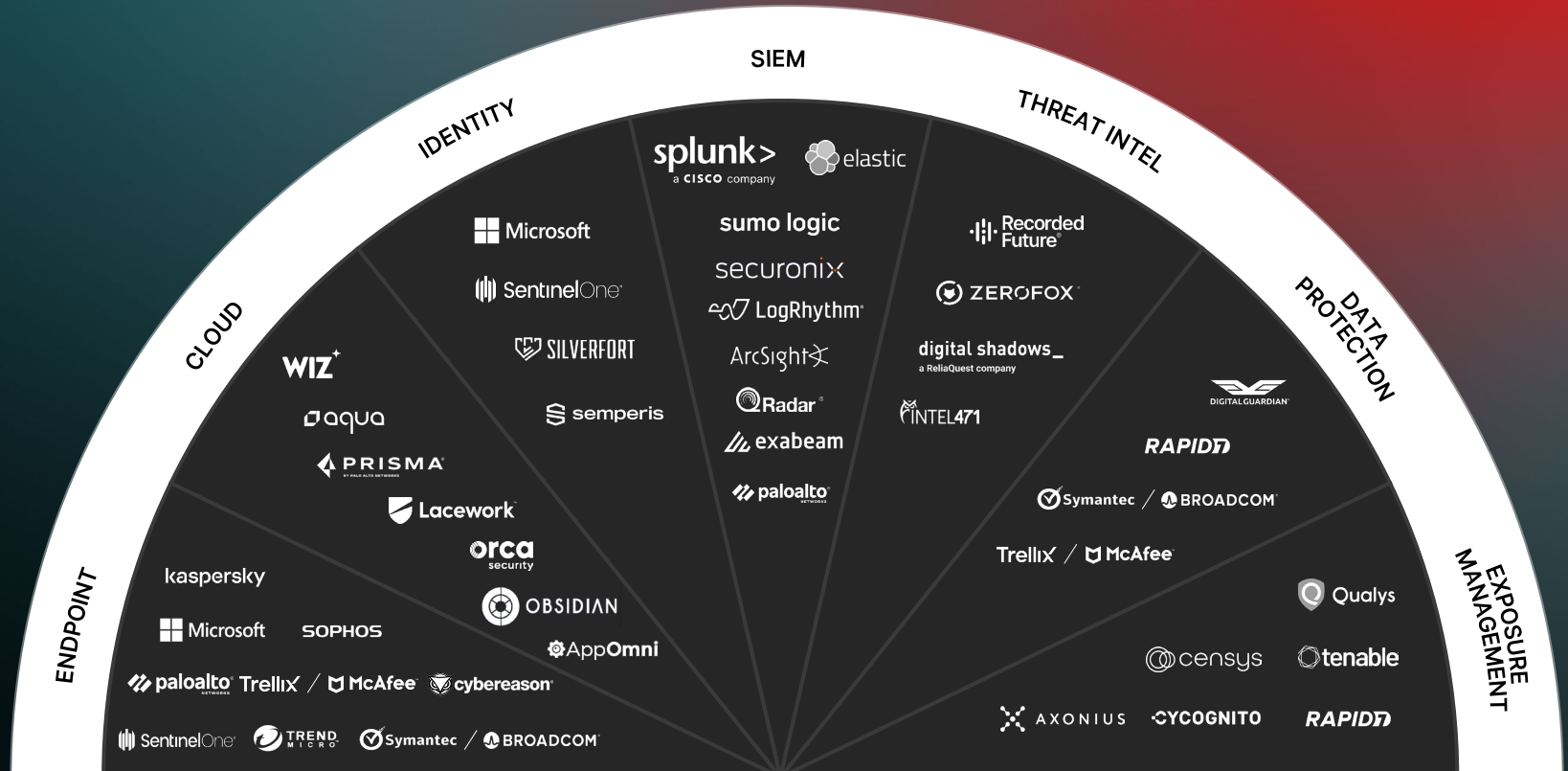
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**0B**



# The Falcon Platform: Simplifying Cybersecurity

Our Single Platform Consolidates Point Products and Lowers TCO



# Industry Recognition

# CrowdStrike Named a Leader

## 2024 Gartner® Magic Quadrant™ for Endpoint Protection Platforms



**CROWDSTRIKE**

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

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# Ranked Highest Two Years in a Row

in the Core Endpoint Protection and  
Managed Security Services Use Cases

**Gartner**<sup>®</sup>

**2024 Gartner<sup>®</sup> Critical  
Capabilities  
for Endpoint Protection  
Platforms Report**

**Only vendor to earn the highest scores across multiple use cases**

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Gartner<sup>®</sup>, Critical Capabilities for Endpoint Protection Platforms, Evgeny Mirolyubov, Franz Hinner, Satarupa Patnaik, Deepak Mishra, Chris Silva, 28 October 2024

# CrowdStrike Named a Leader

The Forrester Wave™: Attack Surface Management Solutions, Q3 2024

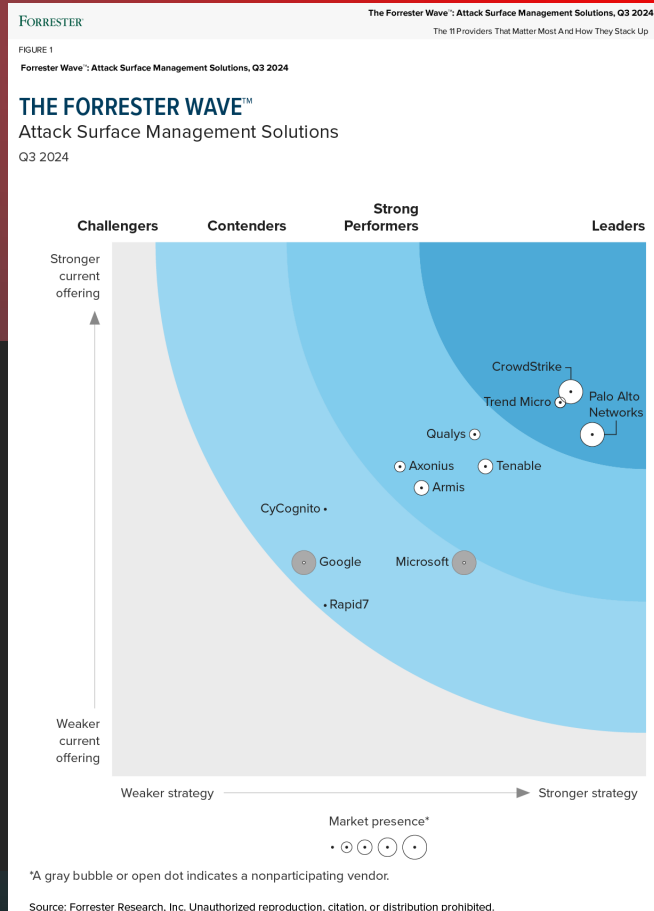


- ✓ Ranked the highest in the Current Offering category
- ✓ Received the highest possible score in the Market Presence category.

Report Referenced: The Forrester Wave™: Attack Surface Management Solutions, Q3 2024, Forrester Research, Inc., September 24, 2024

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# A Leader

## In CWPP

FROST & SULLIVAN

## In CNAPP

**GIGA  
OM**

# A Major Player

## In Worldwide SIEM For Enterprise



Frost & Sullivan: 2024 Frost Radar™: Global Cloud Workload Protection Platform (CWPP)

GigaOm: GigaOm Radar for Cloud-Native Application Protection Platforms (CNAPPs), 29 October 2024

IDC: IDC MarketScape: Worldwide Security Information and Event Management (SIEM) for Enterprise 2024 Vendor Assessment, September 2024, IDC #US51541324

# Platform Adoption

# Customers are Embracing the Falcon Platform

**66%**

5+ Modules

**47%**

6+ Modules

**31%**

7+ Modules

**20%**

8+ Modules

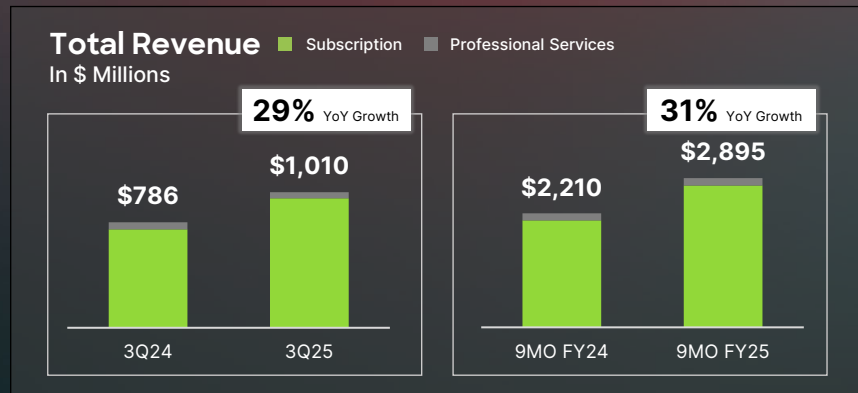
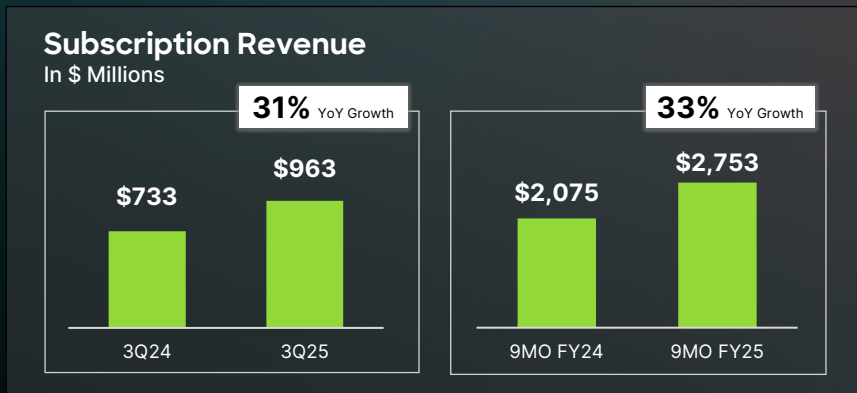
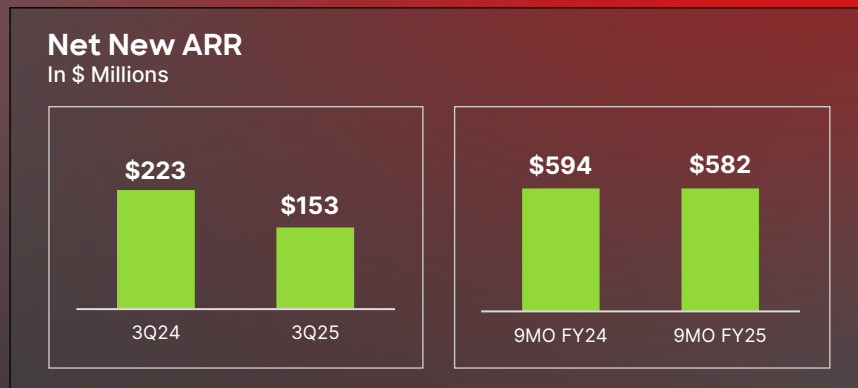
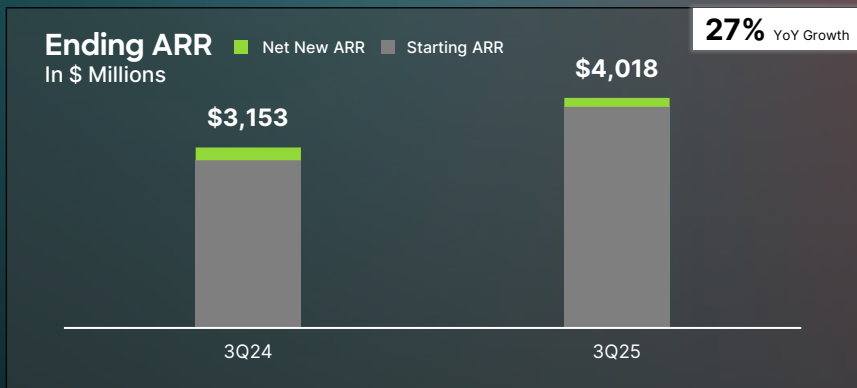
## Module Adoption Rates

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



# Financial Overview

# Growth at Scale



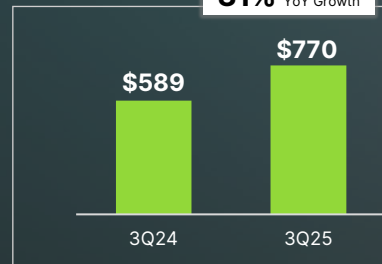
Note: All figures as of Q3. See Appendix for definition of metrics.

# Non-GAAP Profit & Free Cash Flow

## Subscription Gross Profit

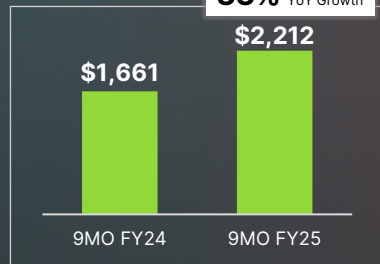
In \$ Millions

**31%** YoY Growth



% margin 80% 80%

**33%** YoY Growth

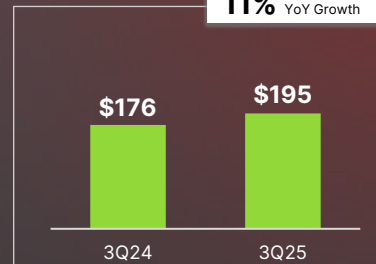


% margin 80% 80%

## Operating Income

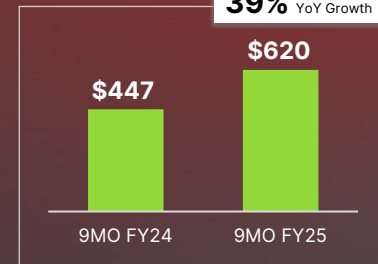
In \$ Millions

**11%** YoY Growth



% margin 22% 19%

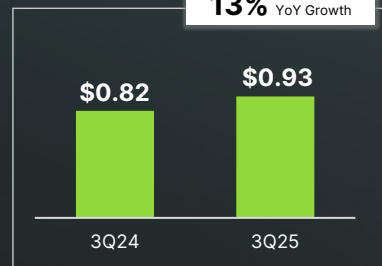
**39%** YoY Growth



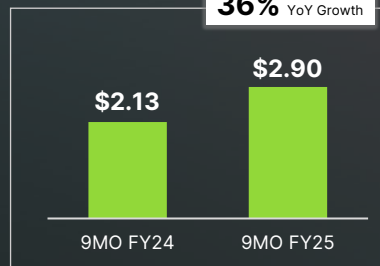
% margin 20% 21%

## Diluted Earnings Per Share

**13%** YoY Growth



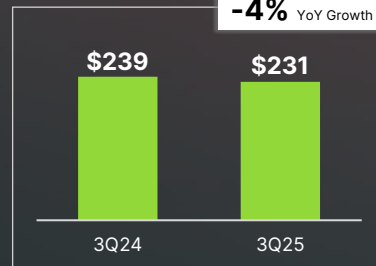
**36%** YoY Growth



## Free Cash Flow

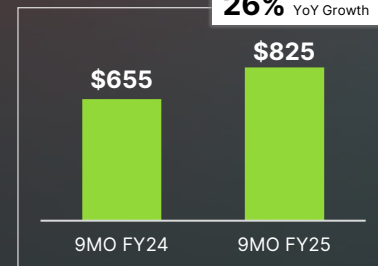
In \$ Millions

**-4%** YoY Growth



% margin 30% 23%

**26%** YoY Growth



% margin 30% 29%

Note: All financial figures are non-GAAP. 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.

# Q3 Key Takeaways

## 1 Q3 Results

Fastest pureplay  
cybersecurity software  
company to achieve

**>\$4B**  
Ending ARR  
reported  
milestone

- ✓ Total revenue surpassed **\$1B** for the first time
- ✓ **>97%** gross retention
- ✓ **\$231M** free cash flow, **Rule of 51**
- ✓ Record **>260** \$1M+ transactions

## 2 Growing Platform Adoption

Module adoption rates grew to  
5+ Modules: **66%**  
6+ Modules: **47%**  
7+ Modules: **31%**  
8+ Modules: **20%**

Accounts that have  
adopted the Flex model  
now represent  
**>\$1.3B**  
of total deal value

Flex customers on  
average have adopted  
**>9 modules**

## 3 Trusted Cybersecurity Platform of Choice

- ✓ Market-leading protection and AI innovation
- ✓ Cybersecurity's most performant and resilient architecture
- ✓ Unmatched Next-Gen SIEM speed and scalability

- ✓ Next-Gen SIEM net new ARR grew **>150% YoY**
- ✓ Nearly **70%** of our new subscription business was **partner sourced** in Q3

Note: All figures as of Q3. All financial figures except revenue are non-GAAP unless otherwise specified. 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.

Module adoption rates exclude Falcon Go customers. See appendix for the definition of module adoption rates.

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# Guidance

Q4 FY2025

Full Year FY2025

<b>Total revenue</b>	<b>\$1,028.7 - \$1,035.4M</b>	<b>\$3,923.8 - \$3,930.5M</b>
<b>Non-GAAP income from operations</b>	<b>\$184.0 - \$189.0M</b>	<b>\$804.4 - \$809.4M</b>
<b>Non-GAAP net income attributable to CrowdStrike</b>	<b>\$210.9 - \$215.8M</b>	<b>\$937.5 - \$942.6M</b>
<b>Non-GAAP net income per share attributable to CrowdStrike common stockholders, diluted</b>	<b>\$0.84 - \$0.86</b>	<b>\$3.74 - \$3.76</b>
<b>Weighted average shares used in computing non-GAAP net income per share attributable to common stockholders, diluted</b>	<b>252M</b>	<b>251M</b>

CrowdStrike is providing the above guidance for the fourth quarter of fiscal 2025 (ending January 31, 2025) 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, July 19 Incident related costs and (recoveries), net, 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. CrowdStrike has not provided the most directly comparable GAAP measures because certain items are out of CrowdStrike'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 CrowdStrike's actual results to differ materially from these forward-looking statements.

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# Modeling Points

## Headwinds

Visibility remains limited given the headwinds related to the July 19 Incident that we outlined last quarter, including: the delay of the vast majority of outbound pipeline generation activities for a few weeks following the July 19 Incident, extended sales cycles for both new and existing customers, and continued deployment of customer commitment packages, resulting in muted upsell rates and potentially higher than typical levels of contraction.

## ARR & Revenue CCP Impact

Recognizing our continued reduced visibility, we are maintaining our estimated impact of approximately \$30 million to both net new ARR and subscription revenue in Q4 from our customer commitment packages (CCP). As we discussed last quarter, the above headwinds are additive to the expected quantified impact.

## Near-Term ARR & Revenue Modeling

We request that you keep historical sequential net new ARR seasonality in mind when updating your models. Additionally, as we discussed last quarter, the modeling of ARR and subscription revenue should be decoupled in the short term given the customer commitment packages. Our Fal.Con 2024 investor presentation has additional details on this dynamic.

## Additional GAAP Tax Expense

We expect to incur additional GAAP tax expenses in Q4 of approximately \$58 million due to previous acquisitions.

## Non-GAAP EPS

We closed our acquisition of Adaptive Shield on November 20th, which is expected to have a one to two cent impact to non-GAAP EPS, as reflected in our Q4 guidance.

## Free Cash Flow

We expect Q4 free cash flow to reflect a significantly more pronounced July 19 Incident impact in comparison to Q3. This is due to collections impacted by increased flexible payment terms under customer commitment packages for deals closed in Q3, the incremental sales compensation expenses and the timing and size of G&A costs - all relating to July 19. As a result, we do not expect to see sequential free cash flow margin leverage in Q4.

We continue to expect CrowdStrike Financial Services to have a de minimus impact to free cash flow in Q4.

CrowdStrike is providing the above modeling points for the fourth quarter of fiscal 2025 (ending January 31, 2025) 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 CrowdStrike'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, July 19 Incident related costs and (recoveries), net, 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. CrowdStrike has not reconciled any of the non-GAAP measures referenced above to the most comparable GAAP measure because certain items are out of the CrowdStrike's control and/or cannot be reasonably predicted. Accordingly, a reconciliation 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 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, July 19 Incident related costs and (recoveries), net, 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. CrowdStrike 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 CrowdStrike'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, seven or more, and eight 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 "CY25 TAM \(The AI-Native Security Platform\)"](#)

## **CY25 TAM:**

- IDC Semiannual Security Products Tracker 2023H2 Historical Release. (May 2024)
- IDC Worldwide Device Vulnerability Management Forecast, 2024–2028: Fusing Multiple Exposure Sources. (June 2024)
- IDC Worldwide Application Vulnerability Management Forecast, 2023–2027: Navigating the Future in Application Security. (November 2023)
- IDC Worldwide SOAR and Firewall Automation Forecast, 2024–2028: Will GenAI Leave SOAR Vendors Sore?. (March 2024)
- IDC 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)
- IDC Worldwide IT Operations Management Software Forecast, 2023–2027. (September 2023)
- Gartner Emerging Tech: Adoption Growth Insights in Digital Risk Protection Services (November 2022)
- IDC Worldwide Attack Surface Management and Breach and Attack Simulation Software Forecast, 2024–2028 Proactively Discovering Potential Attacks - 2024 Feb forecast. (February 2024)
- IDC Worldwide Application Vulnerability Management Forecast, 2023–2027: Navigating the Future in Application Security. (November 2023)
- IDC Worldwide Attack Surface Management and Breach and Attack Simulation Software Forecast, 2024–2028: Proactively Discovering Potential Attacks. (February 2024)
- IDC Worldwide Network Detection and Response Forecast, 2024–2028: The Network Is Talking, Are You Listening?. (March 2024)
- IDC Worldwide Client Endpoint Management Software Forecast, 2024–2028. (June 2024)
- IDC MarketScape Evaluates Worldwide SD-WAN Infrastructure Vendors and Market Trends. (October 2023)
- IDC Worldwide and U.S. Comprehensive Security Services Forecast, 2024–2028. (April 2024)
- Company estimates

## **CY29 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, legal reserve and settlement charges or benefits, and July 19 Incident related costs and (recoveries), 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, 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, July 19 Incident related costs and (recoveries), net, 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 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 costs, 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 enable 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.

# GAAP INCOME STATEMENT

CROWDSTRIKE HOLDINGS, INC.  
Condensed Consolidated Statements of Operations  
(in thousands, except per share data)  
(unaudited)

	Q3 FY24	Q3 FY25	Q3 FY24 YTD	Q3 FY25 YTD
Revenue				
Subscription	\$ 733,463	\$ 962,735	\$ 2,074,610	\$ 2,753,164
Professional services	52,551	47,443	135,610	141,922
Total revenue	786,014	1,010,178	2,210,220	2,895,086
Cost of revenue				
Subscription	159,830	216,301	455,236	605,868
Professional services	35,174	38,786	91,915	111,623
Total cost of revenue	195,004	255,087	547,151	717,491
Gross profit				
Subscription	573,633	746,434	1,619,374	2,147,296
Professional services	17,377	8,657	43,695	30,299
Total gross profit	591,010	755,091	1,663,069	2,177,595
Operating expenses				
Sales and marketing	286,186	408,267	850,209	1,113,852
Research and development	196,072	275,602	554,499	761,759
General and administrative	105,589	126,945	290,027	337,113
Total operating expenses	587,847	810,814	1,694,735	2,212,724
Income (loss) from operations	3,163	(55,723)	(31,666)	(35,129)
Interest expense	(6,503)	(6,587)	(19,334)	(19,647)
Interest income	40,086	52,201	107,245	149,577
Other income (expense), net	(474)	(429)	(1,978)	6,196
Income (loss) before provision for income taxes	36,272	(10,538)	54,267	100,997
Provision for income taxes	9,603	6,281	18,623	24,862
Net income (loss)	26,669	(16,819)	35,644	76,135
Net income attributable to non-controlling interest	4	3	16	3,124
Net income (loss) attributable to CrowdStrike	\$ 26,665	\$ (16,822)	\$ 35,628	\$ 73,011
Net income (loss) per share attributable to CrowdStrike common stockholders:				
Basic	\$ 0.11	\$ (0.07)	\$ 0.15	\$ 0.30
Diluted	\$ 0.11	\$ (0.07)	\$ 0.15	\$ 0.29
Weighted-average shares used in computing net income (loss) per share attributable to CrowdStrike common stockholders:				
Basic	239,297	245,536	237,890	244,017
Diluted	243,799	245,536	242,196	250,747



# GAAP to Non-GAAP Reconciliation

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

	Q3 FY24	Q3 FY25	Q3 FY24 YTD	Q3 FY25 YTD
GAAP subscription gross profit	\$ 573,633	\$ 746,434	\$ 1,619,374	\$ 2,147,296
Stock based compensation expense	11,477	18,613	30,575	49,261
Amortization of acquired intangible assets	3,580	5,389	10,741	15,823
Non-GAAP subscription gross profit	\$ 588,690	\$ 770,436	\$ 1,660,690	\$ 2,212,380
GAAP subscription gross margin	78%	78%	78%	78%
Non-GAAP subscription gross margin	80%	80%	80%	80%
GAAP professional services gross profit	\$ 17,377	\$ 8,657	\$ 43,695	\$ 30,299
Stock based compensation expense	5,645	7,498	16,020	21,115
Non-GAAP professional services gross profit	\$ 23,022	\$ 16,155	\$ 59,715	\$ 51,414
Total GAAP gross margin	75%	75%	75%	75%
Total Non-GAAP gross margin	78%	78%	78%	78%
GAAP Sales and marketing operating expenses	\$ 286,186	\$ 408,267	\$ 850,209	\$ 1,113,852
Stock based compensation expense	(42,544)	(56,251)	(129,725)	(165,914)
Amortization of acquired intangible assets	(506)	(603)	(1,483)	(1,808)
Mark-to-market adjustments on deferred compensation liabilities	68	(41)	33	(184)
July 19 Incident related costs, net	—	(15,089)	—	(18,182)
Non-GAAP sales and marketing operating expenses	\$ 243,204	\$ 336,283	\$ 719,034	\$ 927,764
GAAP research and development operating expenses	\$ 196,072	\$ 275,602	\$ 554,499	\$ 761,759
Stock based compensation expense	(52,388)	(81,874)	(143,754)	(224,467)
Amortization of acquired intangible assets	(468)	—	(468)	—
Acquisition-related expenses, net	(379)	—	(750)	(477)
Mark-to-market adjustments on deferred compensation liabilities	34	(56)	20	(202)
July 19 Incident related costs, net	—	(3,549)	—	(4,550)
Non-GAAP research and development operating expenses	\$ 142,871	\$ 190,123	\$ 409,547	\$ 532,063
GAAP general and administrative operating expenses	\$ 105,589	\$ 126,945	\$ 290,027	\$ 337,113
Stock based compensation expense	(47,560)	(44,652)	(135,173)	(132,133)
Acquisition-related expenses, net	(3,277)	(1,393)	(3,204)	(4,075)
Amortization of acquired intangible assets	(83)	(341)	(221)	(1,034)
Mark-to-market adjustments on deferred compensation liabilities	15	(6)	8	(27)
Legal reserve and settlement charges	(4,700)	—	(6,797)	—
July 19 Incident related costs, net	—	(15,284)	—	(16,322)
Non-GAAP general and administrative operating expenses	\$ 49,984	\$ 65,269	\$ 144,640	\$ 183,522



# 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)

	Q3 FY24	Q3 FY25	Q3 FY24 YTD	Q3 FY25 YTD
GAAP income (loss) from operations	\$ 3,163	\$ (55,723)	\$ (31,666)	\$ (35,129)
Stock based compensation expense	159,614	208,888	455,247	592,890
Amortization of acquired intangible assets	4,637	6,333	12,913	18,665
Acquisition-related expenses, net	3,656	1,393	3,954	4,552
Mark-to-market adjustments on deferred compensation liabilities	(117)	103	(61)	413
Legal reserve and settlement charges	4,700	—	6,797	—
July 19 Incident related costs, net	—	33,922	—	39,054
Non-GAAP income from operations	<u>\$ 175,653</u>	<u>\$ 194,916</u>	<u>\$ 447,184</u>	<u>\$ 620,445</u>
GAAP operating margin	—%	(6)%	(1)%	(1)%
Non-GAAP operating margin	22%	19%	20%	21%
GAAP net income (loss) attributable to CrowdStrike	\$ 26,665	\$ (16,822)	\$ 35,628	\$ 73,011
Stock based compensation expense	159,614	208,888	455,247	592,890
Amortization of acquired intangible assets	4,637	6,333	12,913	18,665
Acquisition-related expenses, net	3,656	1,393	3,954	4,552
Amortization of debt issuance costs and discount	547	547	1,640	1,640
Mark-to-market adjustments on deferred compensation liabilities	(117)	103	(61)	413
Legal reserve and settlement charges	4,700	—	6,797	—
July 19 Incident related costs, net	—	33,922	—	39,054
Benefit for income taxes <sup>(1)</sup>	(615)	—	(615)	—
Gains and other income from on strategic investments attributable to CrowdStrike	(4)	(3)	(16)	(3,124)
Losses (gains) on deferred compensation assets	117	(103)	61	(413)
Non-GAAP net income attributable to CrowdStrike	<u>\$ 199,200</u>	<u>\$ 234,258</u>	<u>\$ 515,548</u>	<u>\$ 726,688</u>
Weighted-average shares used in computing basic net income (loss) per share attributable to CrowdStrike common stockholders	<u>239,297</u>	<u>245,536</u>	<u>237,890</u>	<u>244,017</u>
GAAP basic net income (loss) per share attributable to CrowdStrike common stockholders	<u>\$ 0.11</u>	<u>\$ (0.07)</u>	<u>\$ 0.15</u>	<u>\$ 0.30</u>
GAAP diluted net income (loss) per share attributable to CrowdStrike common shareholders	\$ 0.11	\$ (0.07)	\$ 0.15	\$ 0.29
Stock-based compensation	0.65	0.83	1.88	2.36
Amortization of acquired intangible assets	0.02	0.03	0.05	0.07
Acquisition-related expenses, net	0.01	0.01	0.02	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	0.02	—	0.03	—
July 19 Incident related costs, net	—	0.14	—	0.16
Benefit for income taxes <sup>(1)</sup>	—	—	—	—
Gains and other income from strategic investments attributable to CrowdStrike	—	—	—	(0.01)
Losses (gains) on deferred compensation assets	—	—	—	—
Other <sup>(2)</sup>	0.01	(0.01)	(0.01)	—
Non-GAAP diluted net income per share attributable to CrowdStrike common shareholders	<u>\$ 0.82</u>	<u>\$ 0.93</u>	<u>\$ 2.13</u>	<u>\$ 2.90</u>
Weighted-average shares used to calculate Non-GAAP diluted net income per share attributable to CrowdStrike common stockholders	243,799	250,777	242,196	250,747

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 intangibles assets, including purchased patents, acquisition related expenses, amortization of debt issuance costs and discount, gains and other income from strategic investments attributable to CrowdStrike, July 19 Incident related costs and (recoveries), net, and legal reserve and settlement charges or benefits 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.



# Free Cash Flow Reconciliation

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

	Q3 FY24	Q3 FY25	Q3 FY24 YTD	Q3 FY25 YTD
Free cash flow reconciliation				
GAAP net cash provided by operating activities	\$ 273,518	\$ 326,136	\$ 819,191	\$ 1,036,005
Purchases of property and equipment	(21,264)	(78,704)	(123,945)	(167,641)
Capitalized internal-use software and website development costs	(12,630)	(16,271)	(38,605)	(41,266)
Purchases of deferred compensation investments	(586)	(606)	(1,462)	(1,815)
Proceeds from sale of deferred compensation investments	—	—	—	(41)
Free cash flow	<u>\$ 239,038</u>	<u>\$ 230,555</u>	<u>\$ 655,179</u>	<u>\$ 825,242</u>
Free cash flow margin	30%	23%	30%	29%



# Supplemental Disclosure - Additional Metrics

CROWDSTRIKE HOLDINGS, INC.

Additional Metrics

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

	Q3FY24	Q3FY25
Annual recurring revenue	\$ 3,153,243	\$ 4,017,540
Year-over-year growth	35%	27%
Remaining performance obligations (in billions)	\$ 3.7	\$ 5.4
Revenue by geographic regions:		
United States	\$ 537,880	\$ 683,476
Europe, Middle East, and Africa	119,158	160,574
Asia Pacific	81,459	102,837
Other	47,517	63,291
Total revenue	\$ 786,014	\$ 1,010,178
Geographic breakdown of total revenue:		
United States	69%	68%
Europe, Middle East, and Africa	15%	16%
Asia Pacific	10%	10%
Other	6%	6%
Total	100%	100%
Non-GAAP operating expenses	\$ 436,059	\$ 591,675
Non-GAAP operating expenses as a percentage of revenue	55%	59%

