CORPORATE OVERVIEW

JUNE 2021

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, 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 and Form 10-Q filed 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. However, non-GAAP financial information is presented for supplemental informational purposes only, has limitations as an analytical tool, and should not be considered in isolation or as a substitute for financial information presented in accordance with GAAP.

Other companies, including companies in our industry, may calculate similarly titled non-GAAP measures differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of our non-GAAP financial measures as tools for comparison. 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, 2017, 2018, 2019, 2020, 2021, and 2022 are referred to herein as fiscal 2017, 2018, 2019, 2020, 2021, and 2022 respectively.

OUR MISSION

We Stop Breaches

CATEGORY-DEFINING CLOUD PLATFORMS

CRM Cloud	Service Management Cloud	HR Cloud	**Security Cloud**
salesforce	servicenow	workday	CROWDSTRIKE
1999	2004	2005	2011

CROWDSTRIKE AT A GLANCE

First Cloud-Native SaaS Endpoint Security Platform

Exceptional Financial Profile

$1.19 Billion
Annual Recurring Revenue

74%
ARR YoY Growth

93%
Subscription Revenue

73%
Subscription Revenue YoY Growth

11,420
Subscription Customers

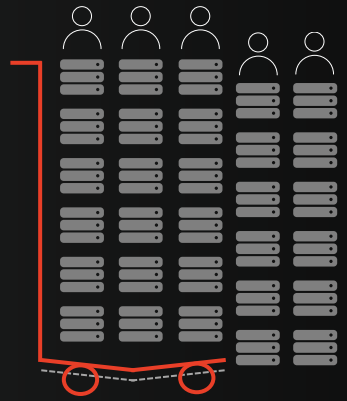
64%
Subscription Customers with 4+ Modules

Note: All financial figures as of Q1 FY22. Fiscal year ends January 31. See Appendix for definition of metrics.

THE PROBLEM

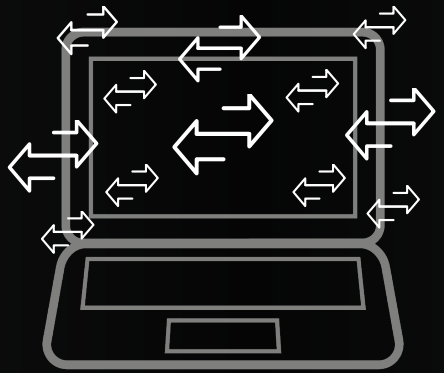
OTHER SECURITY PRODUCTS ARE EXPENSIVE, COMPLEX, AND INEFFECTIVE

On-prem inflexibility



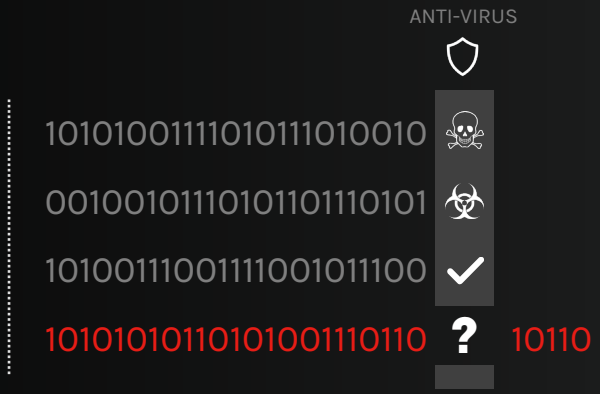
COST

Agent bloat



COMPLEXITY

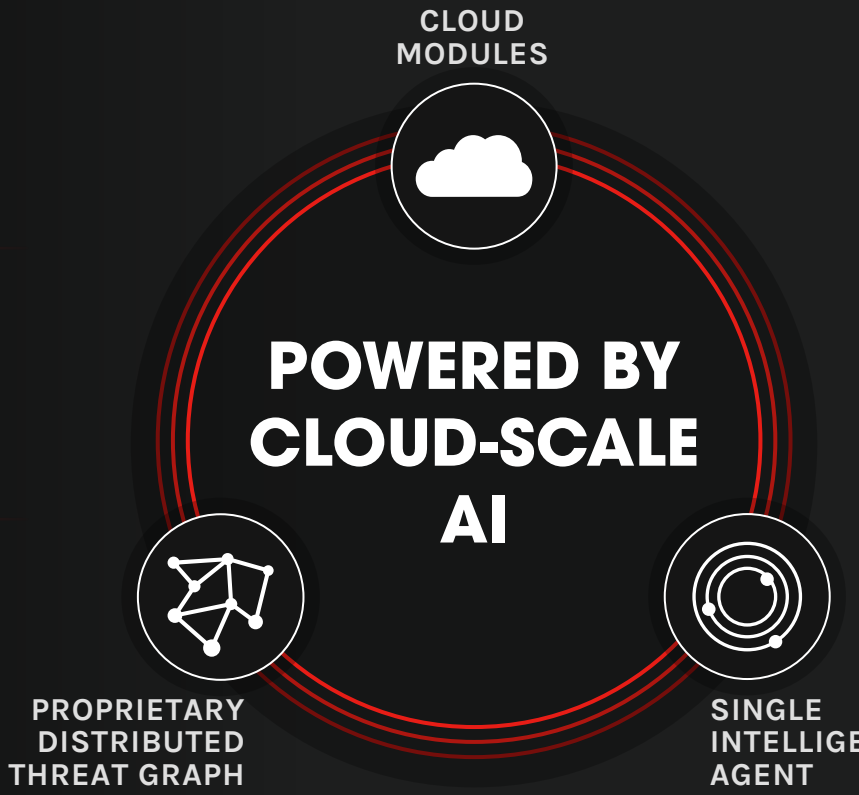
Signatures miss new attacks



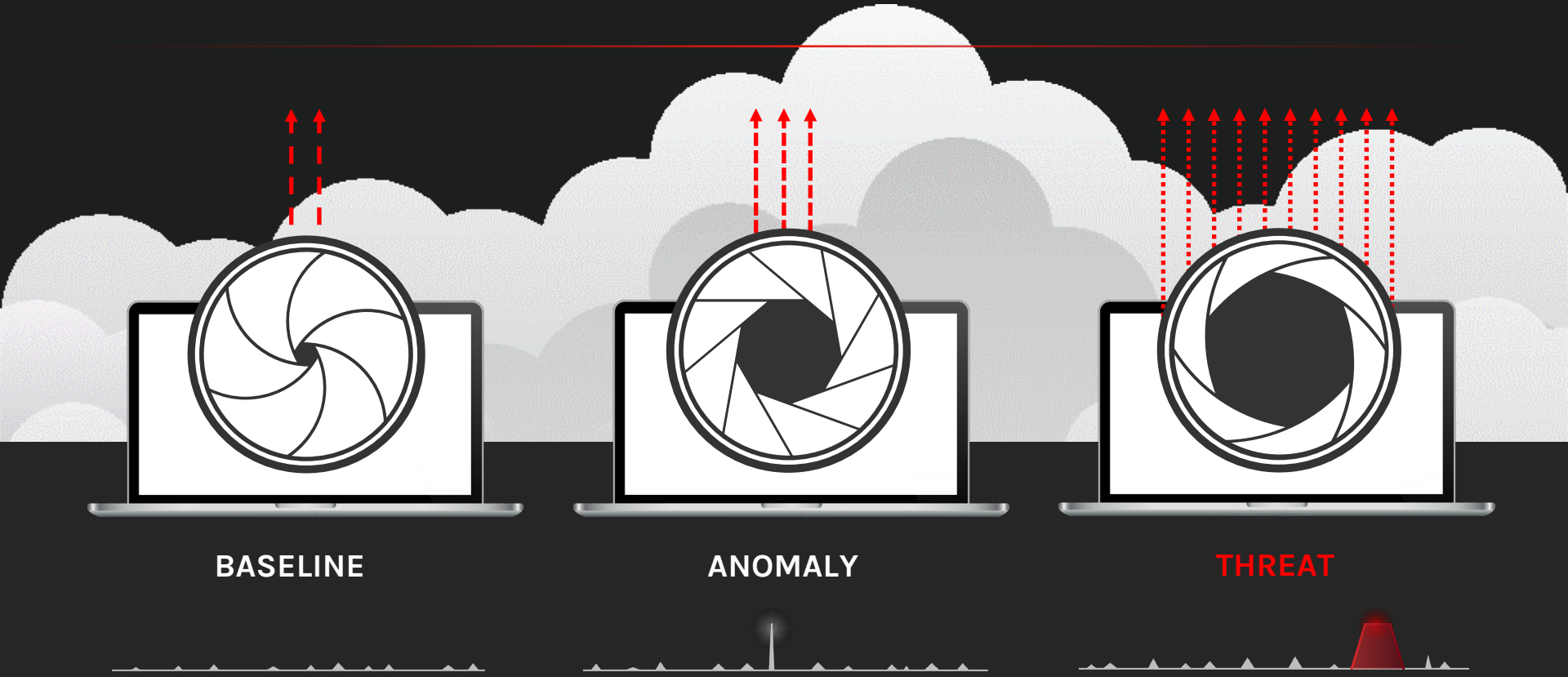
NO RESULTS

OUR TECHNOLOGY

OUR CLOUD-NATIVE PLATFORM ELEMENTS



SMART FILTERING AGENT & HIGH FIDELITY DATA



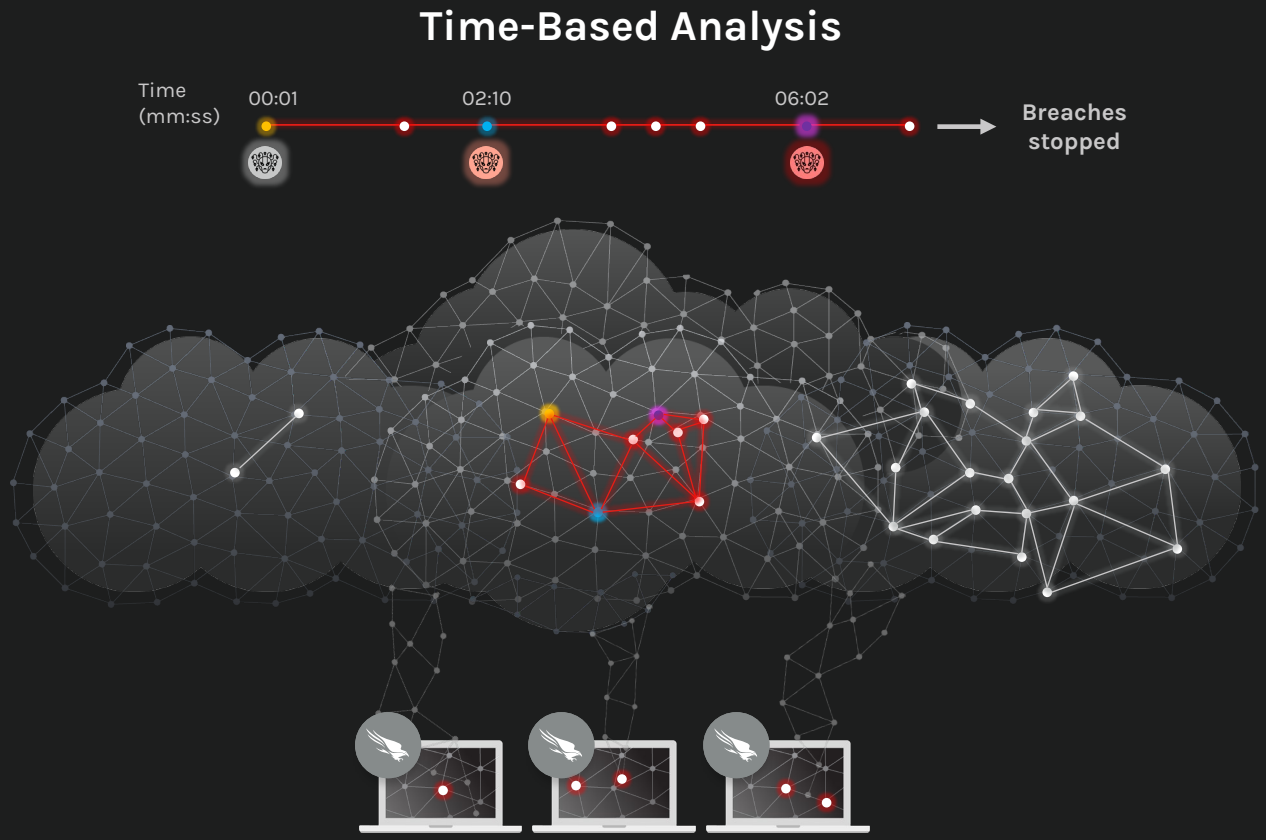
U.S. Patent No. 9,043,903
“Kernel-Level Security Agent”

PROPRIETARY DISTRIBUTED THREAT GRAPH™

Approximately 6 Trillion
High-fidelity signals captured per week

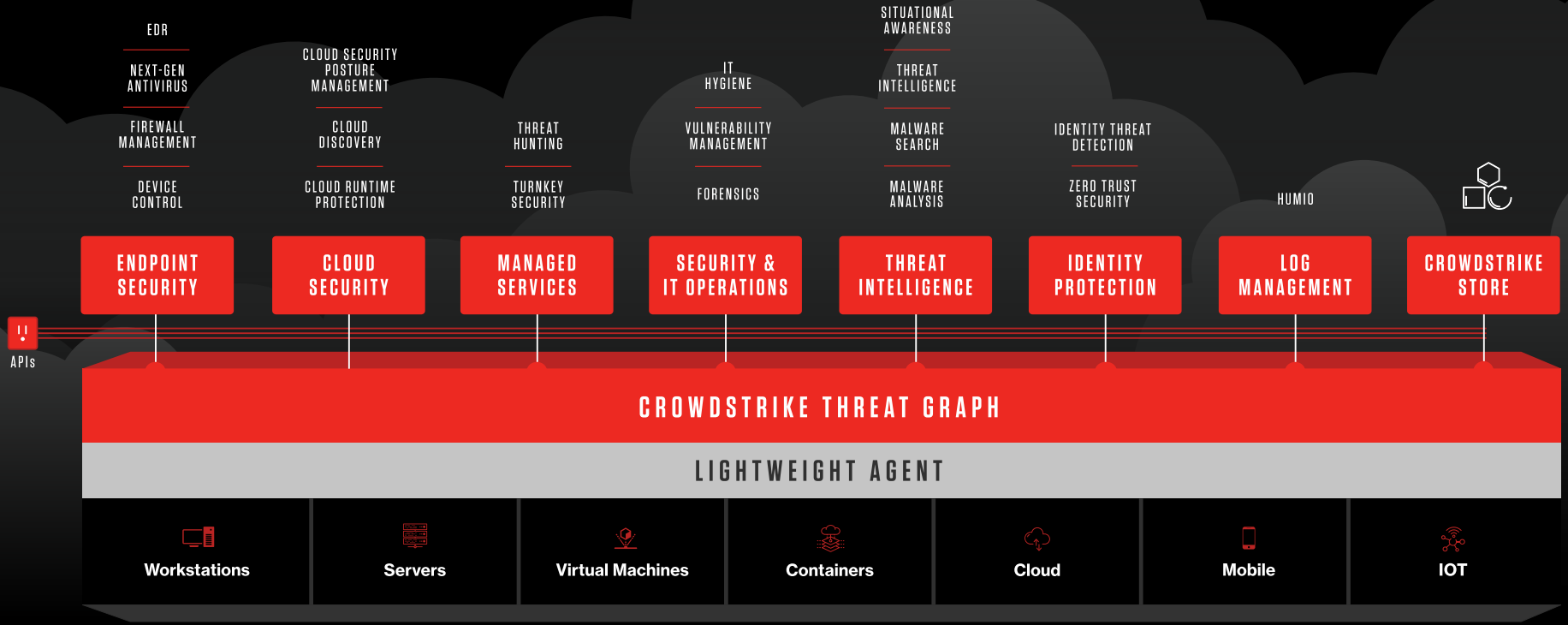
AI-Powered

Local and Cloud ML Models



U.S. Patent No. 9,798,882
“Real-time model of states of monitored devices”

CrowdStrike Falcon Platform: Defining the Security Cloud



The extensible CrowdStrike Falcon platform includes cloud modules, single lightweight agent, Threat Graph, and newly acquired technologies

CLOUD-SCALE AI

Our AI technology gets smarter as it consumes more data

Continuous AI analytics on approximately 6 trillion high-fidelity signals streamed to Threat Graph per week

Cloud
AI Models

Local
AI Models

WHY CLOUD NATIVE IS BETTER

DATA ACCESS

CONSTANT PROTECTION

DATA ANALYSIS

CONTINUOUS LEARNING

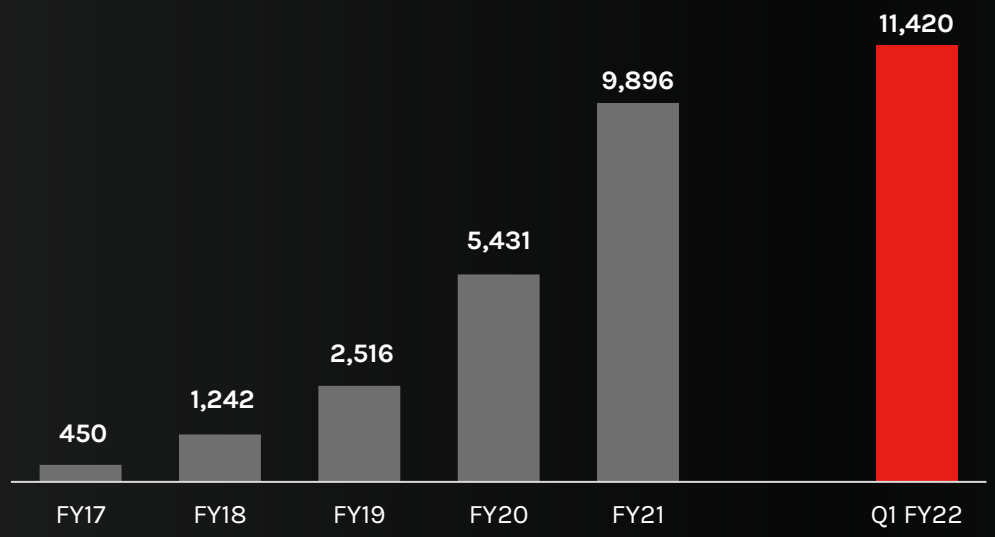
DATA REUSE

COLLECT ONCE, REUSE MANY

OUR CUSTOMERS

RAPIDLY EXPANDING CUSTOMER BASE

Subscription Customers



As of April 30, 2021

61
of the Fortune 100

214
of the Fortune 500

13
of the top 20 banks

Note: top 20 banks includes “Diversified Financials” and “Commercial Banks” (as such categories are defined by Fortune) in the Fortune 500.

LOW FRICTION GO-TO-MARKET

PROVEN ENTERPRISE SALES MODEL

DIRECT SALES + CHANNEL PARTNERS

Field Sales – Large Enterprise

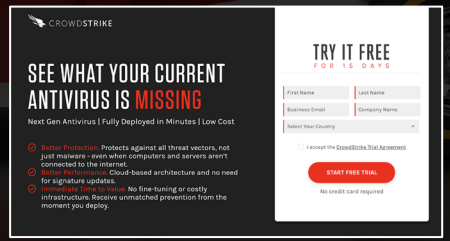
Inside Sales – High Velocity Mid-Market & SMB

Strategic Verticalization – Government, Financials, Healthcare

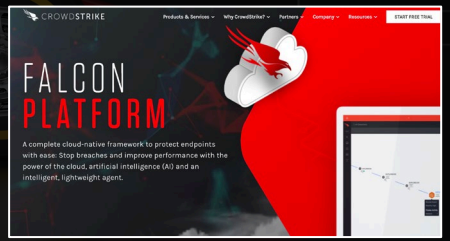
Global Coverage – Americas, EMEA, Asia Pac, Japan

SUPER-CHARGED WITH LOW FRICTION SELLING

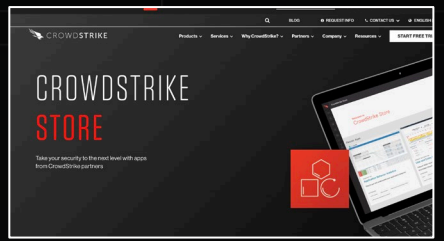
Trial-to-Pay



In-App Trials



CrowdStrike Store



CUSTOMER TESTIMONIALS

Click image for video

Click image for video

Click image for video

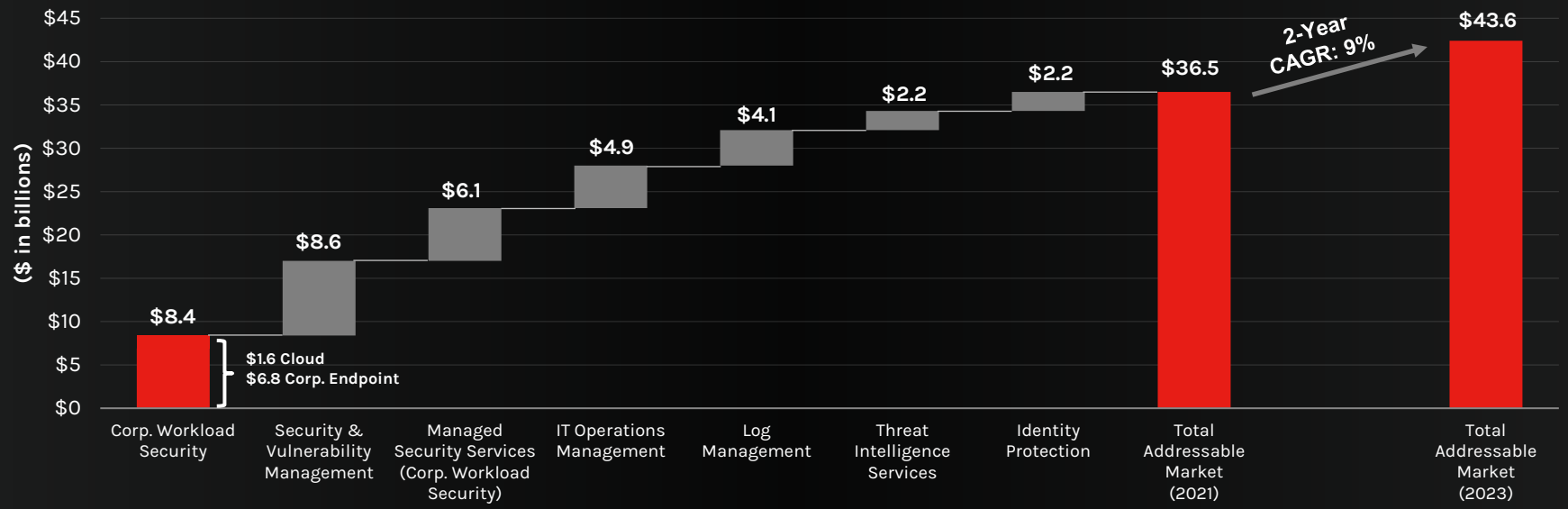
Click image for video

Click image for video

Click image for video

OUR GROWTH STRATEGY

OUR LARGE AND EXPANDING TAM



CrowdStrike Falcon Cloud Modules							
	Prevent Insight Device Control Firewall Management Cloud Workload Protection Horizon	Spotlight Forensics	Complete OverWatch	Discover Discover for Cloud and Containers	Humio	Falcon X Search Sandbox Falcon X Recon	Zero Trust Identity Threat Detection

Source: IDC and company estimates. See Appendix.

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

Source: IDC and company estimates. See Appendix.

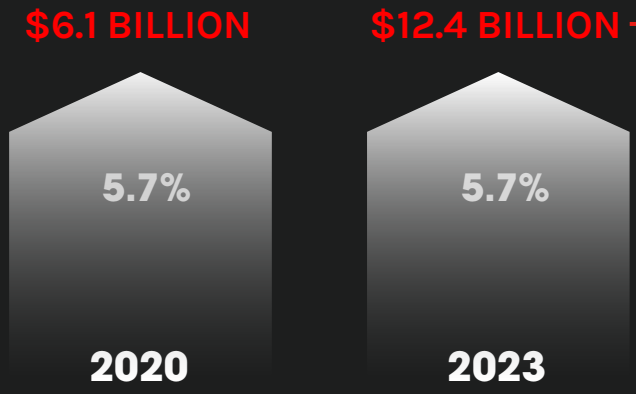
THE CLOUD SECURITY OPPORTUNITY

IDC

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

- Frank Dickson, IDC

CLOUD SECURITY OPPORTUNITY



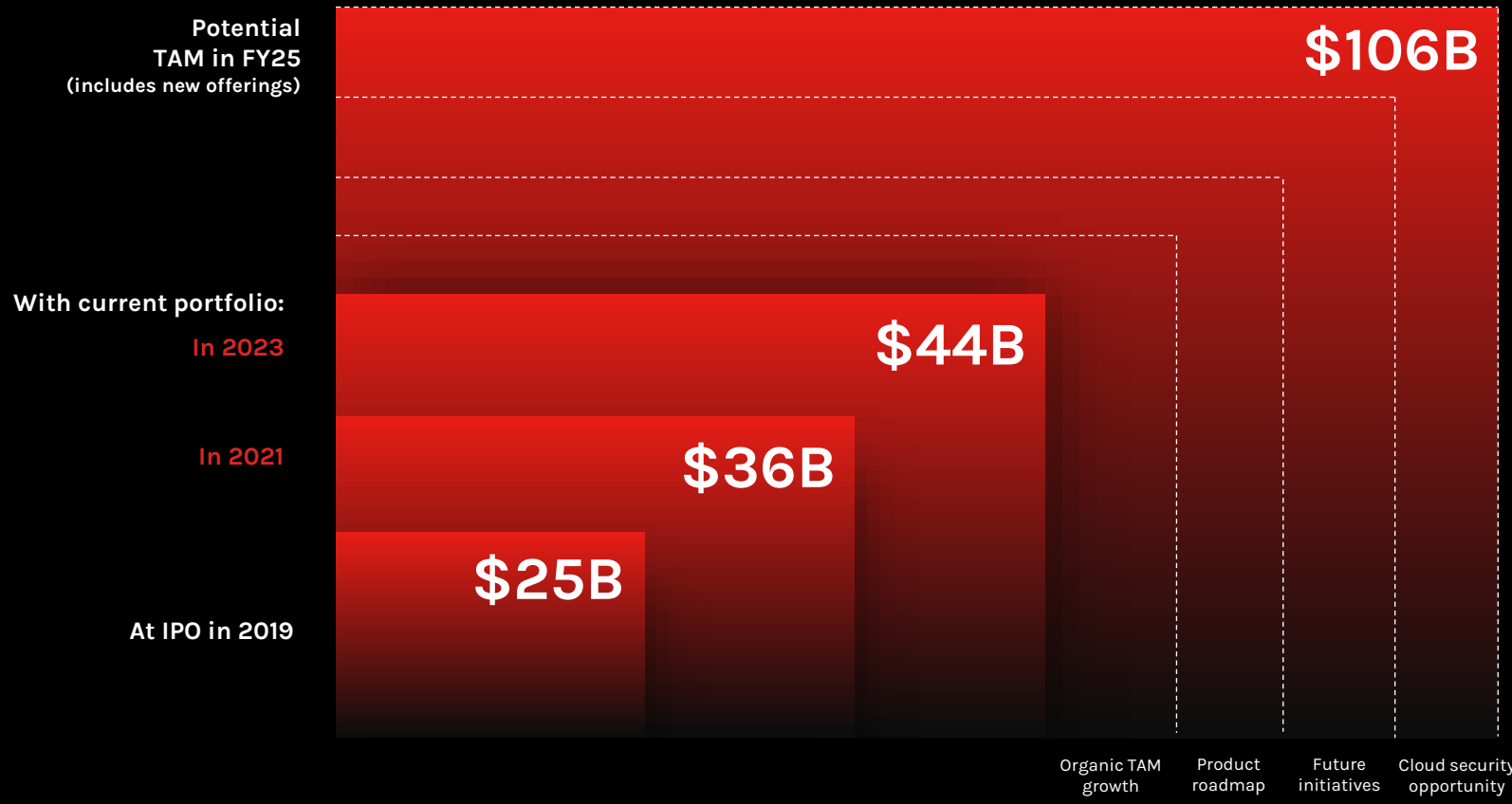
10X

the 2020 market estimate for cloud security spend

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

Source: IDC and company estimates. See Appendix.

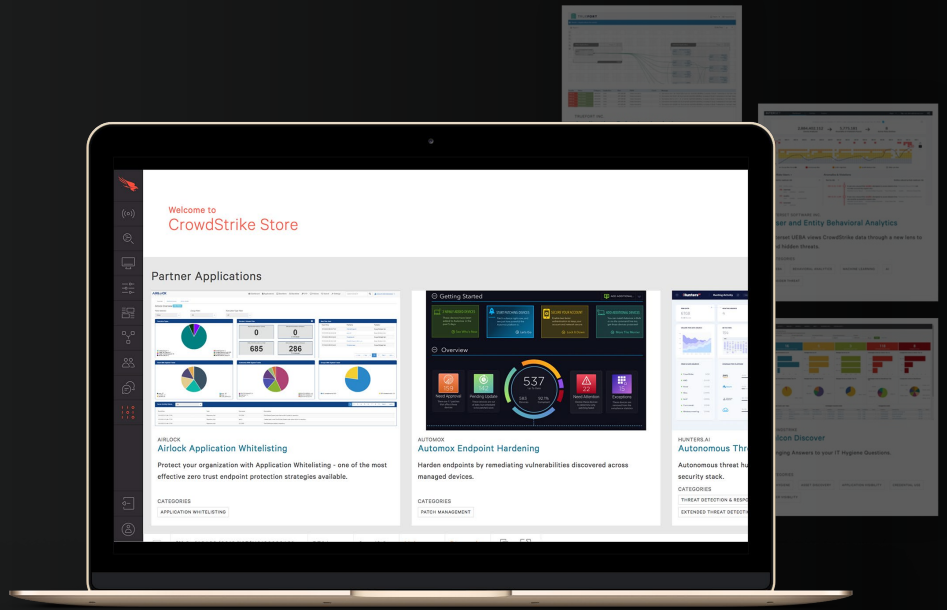
LONG-TERM TAM EVOLUTION



Source: IDC and company estimates

THE CROWDSTRIKE STORE EXPANDING ECOSYSTEM

CROWDSTRIKE STORE

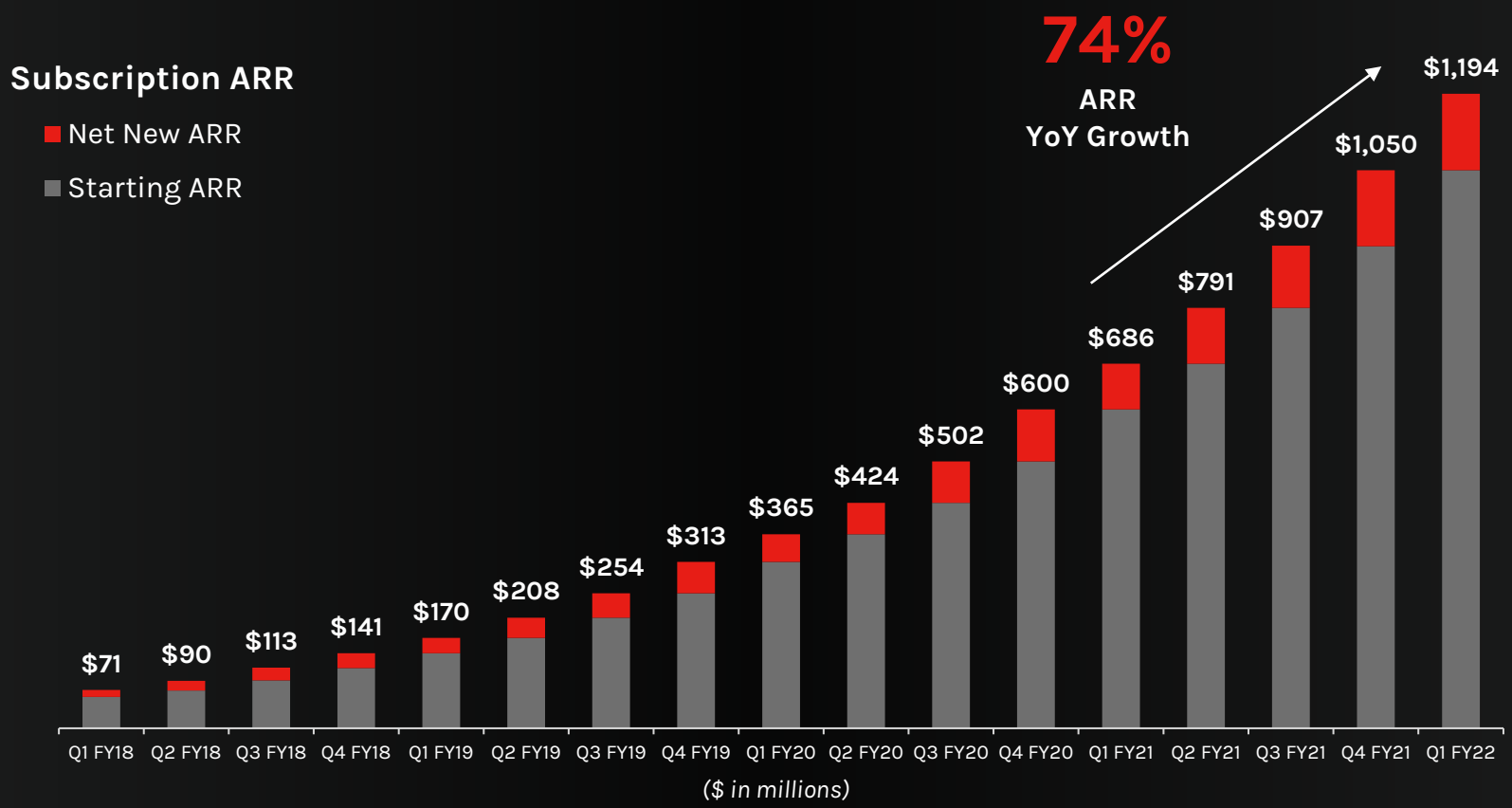


CUSTOM SERVICES & APIs

PaaS
for the Endpoint

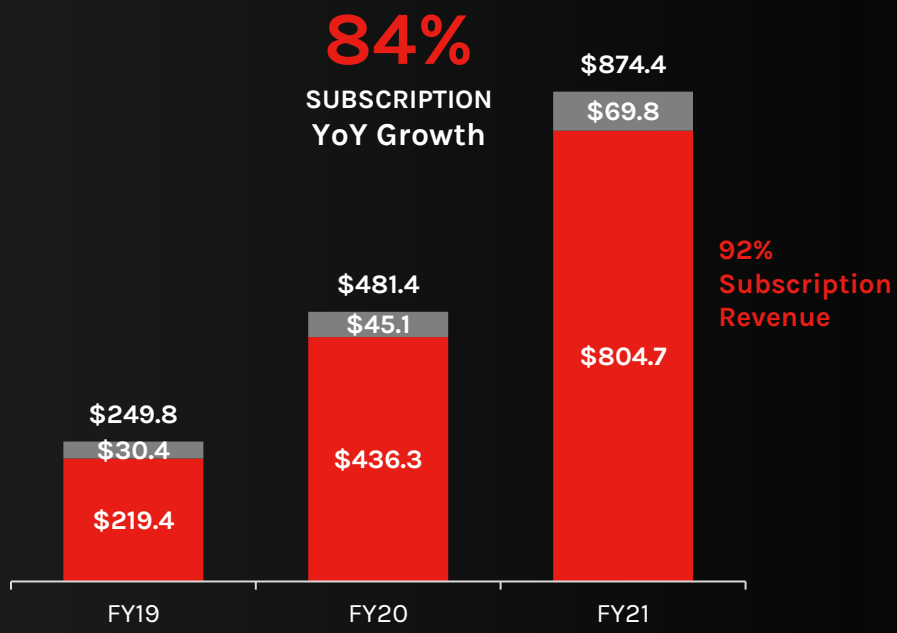
FINANCIAL OVERVIEW

RAPID GROWTH OF ARR

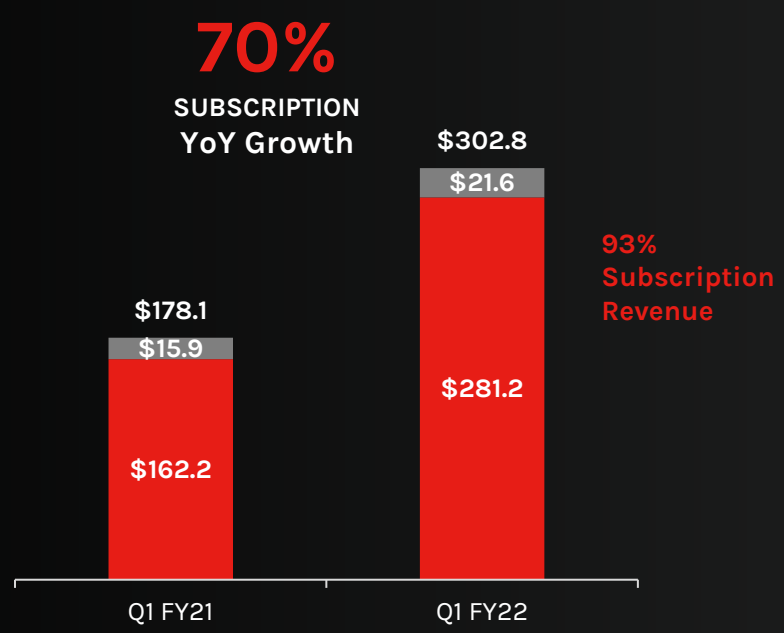


STRONG REVENUE GROWTH

Annual Revenue



First Quarter Revenue

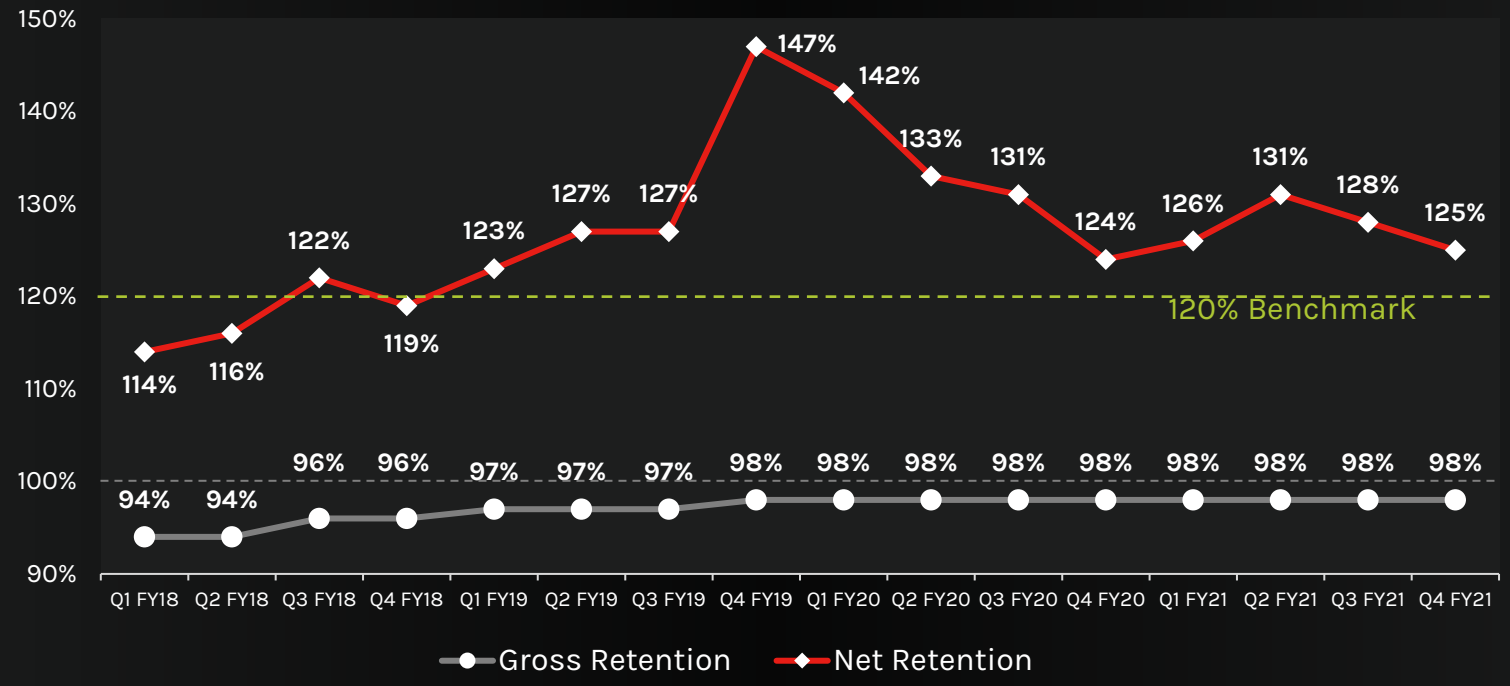


Subscription Professional Services

($ in millions)

STRONG CUSTOMER RETENTION & EXPANSION

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

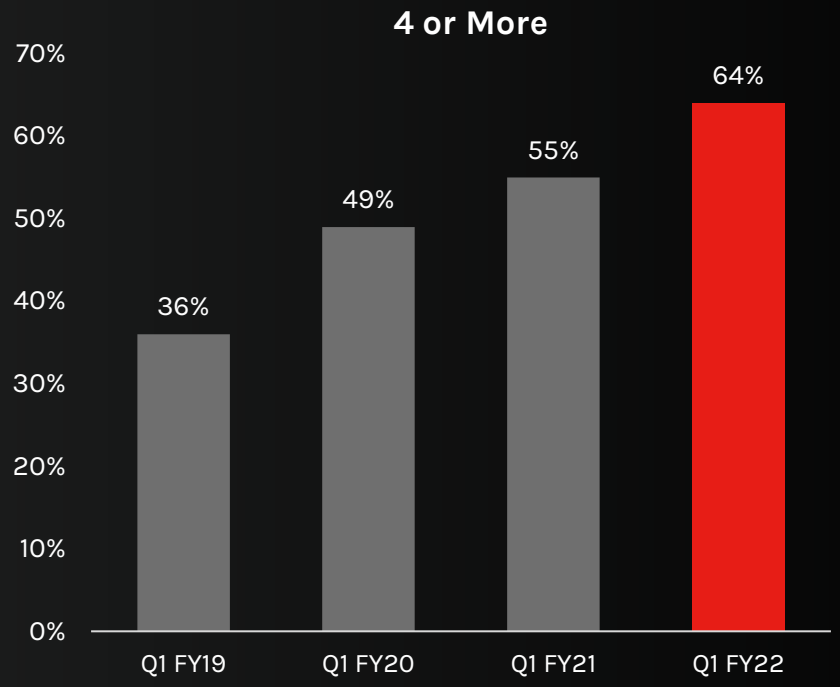


Q1 FY22 Net Retention

Exceeded 120% Benchmark

THE POWER OF THE PLATFORM

% of Subscription Customers with Multiple Cloud Module Subscriptions



5 or More

50%

6 or More

27%

ATTRACTIVE UNIT ECONOMICS

MAGIC NUMBER

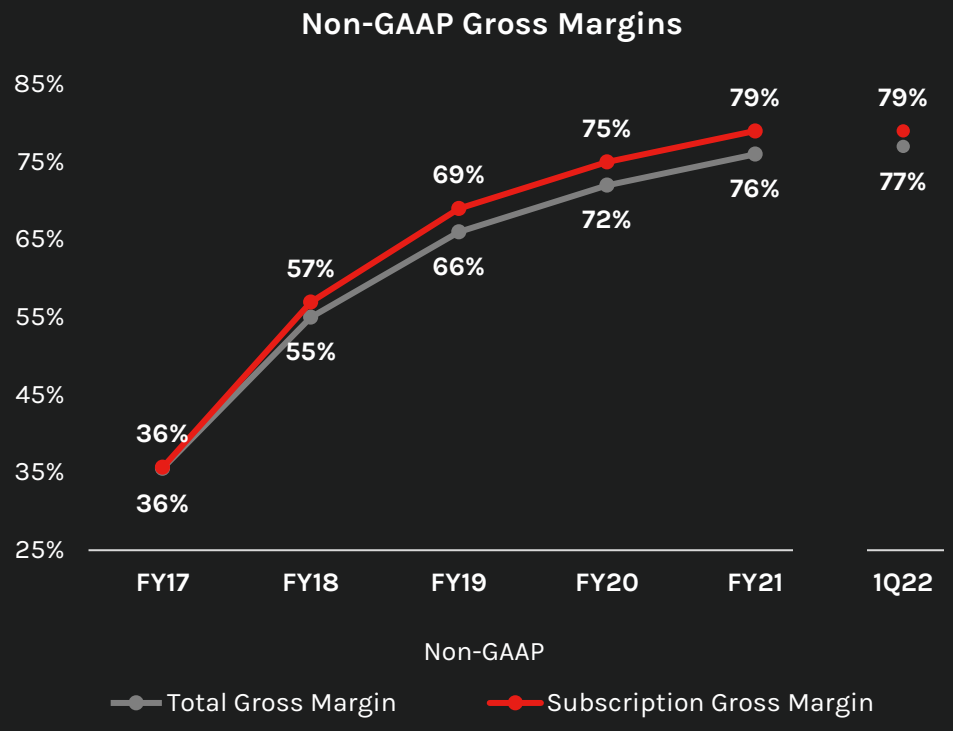
1.4

RULE OF 40

80%

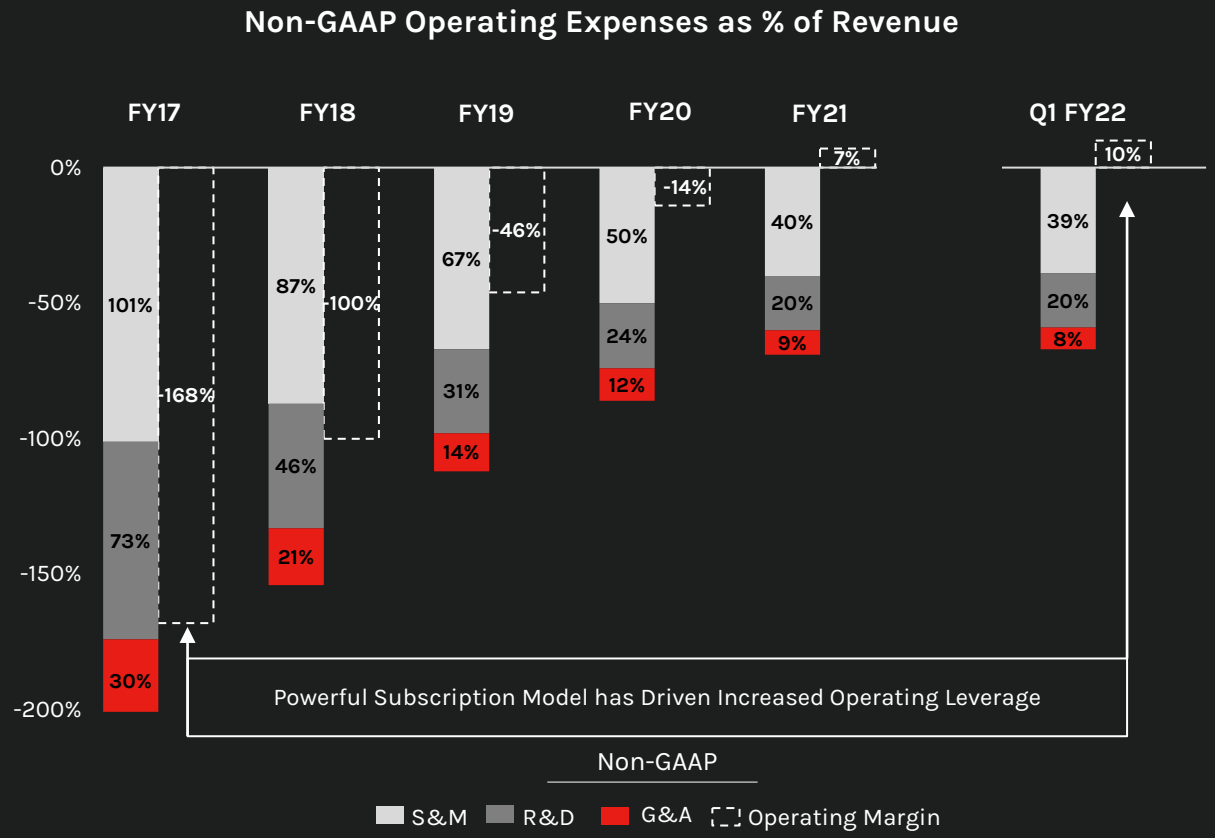
Note: All financial figures as of or for the quarter ended April 30, 2021.
See Appendix for metric definitions and calculation methodologies.

IMPROVED GROSS MARGINS



Note: Non-GAAP financial figures exclude stock-based compensation expense and the amortization of acquired intangible assets. See Appendix for a reconciliation of each non-GAAP financial measure to the most directly comparable financial measure stated in accordance with GAAP.

IMPROVED OPERATING LEVERAGE



TARGET OPERATING MODEL

Non-GAAP Measures	Target % of Revenue
Subscription Gross Margin	77-82%+
S&M	30-35%
R&D	15-20%
G&A	7-9%
Operating Margin	20-22%+
Free Cash Flow Margin	30%+

Note: 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 - Dollar-Based Gross Retention Rate.

APPENDIX (CONT'D)

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: ((Quarter GAAP Subscription Revenue – Prior Quarter GAAP Subscription Revenue) x 4) / Prior Quarter Non-GAAP Sales & Marketing Expense.

Rule of 40 = Current Quarter Total Revenue YoY Growth Rate + Current Quarter Non-GAAP Operating Margin.

REPORTS

Reports used for data shown in the charts titled "Our Large and Expanding TAM" and "Long-Term TAM evolution":

At IPO in 2019:

- International Data Corporation, *Market Analysis Perspective: Worldwide Managed Security Services Providers, 2018*, September 2018.
- International Data Corporation, *Market Forecast – Worldwide IT Asset Management Software Forecast, 2018-2022: Asset Management Accelerates as Digital Transformation Changes What Assets Must Be Managed*, September 2018.
- International Data Corporation, *Market Forecast – Worldwide Corporate Endpoint Security Forecast, 2018-2022*, July 2018.
- International Data Corporation, *Market Forecast – Worldwide Security and Vulnerability Forecast, 2018-2022: SVM Vendors Fight Off New Market Entrants*, July 2018.
- International Data Corporation, *Market Forecast – Worldwide Threat Intelligence Security Services Forecast, 2017-2021*, November 2017.
- International Data Corporation, *Market Forecast – Worldwide IT Security Products Forecast, 2017-2021: Comprehensive Security Products Forecast Review*, February 2018.
- International Data Corporation, *Market Forecast – Worldwide Mobile Enterprise Security Software Forecast, 2017-2021*, December 2017.

With Current Portfolio in 2021 and 2023:

- International Data Corporation, *Market Forecast – Worldwide Corporate Endpoint Security Forecast, 2020-2024*, August 2020.
- International Data Corporation, *Market Forecast – Hybrid Cloud Workload Security Forecast, 2020-2024: Inhibited Growth Is the Reality of COVID-19*, July 2020.
- International Data Corporation, *Market Forecast – Worldwide Cybersecurity Analytics, Intelligence, Response, and Orchestration Forecast, 2019-2023: Finding and Mitigating the Adversary*, December 2019.
- International Data Corporation, *Market Forecast – Worldwide and U.S. Comprehensive Security Services Forecast, 2019-2023*, May 2019.
- International Data Corporation, *Market Forecast – Worldwide Client Endpoint Management Software Forecast, 2020-2024:*, June 2020.
- International Data Corporation, *Market Forecast – Worldwide Threat Intelligence Security Services Forecast, 2019-2023*, September 2019.
- International Data Corporation, *Market Forecast – Worldwide Identity Forecast, 2020-2024: Know Thy User*, June 2020.
- International Data Corporation, *Market Forecast – Worldwide IT Operations Analytics Software Forecast, 2020-2024: November 2020.*

Potential TAM in FY25:

- Company estimate

APPENDIX (CONT'D)

Reports used for data shown in the charts titled "Cloud Workloads are Under Protected" and "The Cloud Security Opportunity":

- International Data Corporation, *Semiannual Public Cloud Services: 2019H2 Forecast Release*, May 2020
- International Data Corporation, *Market Forecast – Hybrid Cloud Workload Security Forecast, 2020-2024: Inhibited Growth Is the Reality of COVID-19*, July 2020.
- CSO Online, *How Much Should You Spend on Security?*, August 2019
- The company's estimate of cloud security spend as a percentage of IT spend is intended to be an illustrative example of the potential market opportunity if cloud workloads were to be fully secured in the future. This figure is based on IDC's recommended range as well as observed historical spending ratios for traditional security spend.

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. We believe non-GAAP subscription gross profit and non-GAAP subscription gross margin provide our management and investors consistency and comparability with our past financial performance and facilitate period-to-period comparisons of operations, as these measures eliminate the effects of certain variables unrelated to our overall operating performance.

Non-GAAP Income from Operations

We define non-GAAP income (loss) from operations as GAAP loss from operations excluding stock-based compensation expense, amortization of acquired intangible assets, and acquisition-related expenses. We believe non-GAAP income (loss) from operations provides our management and investors consistency and comparability with our past financial performance and facilitates period-to-period comparisons of operations, as this metric generally eliminates the effects of certain variables unrelated to our overall operating performance.

Non-GAAP Net Income Attributable to CrowdStrike

We define non-GAAP net income attributable to CrowdStrike as GAAP net loss attributable to CrowdStrike excluding stock-based compensation expense, amortization of acquired intangible assets, acquisition-related expenses, amortization of debt issuance costs and discount, gain on strategic investments, and the tax costs for intellectual property integration relating to the Humio acquisition. We believe non-GAAP net income attributable to CrowdStrike provides our management and investors consistency and comparability with our past financial performance and facilitates period-to-period comparisons, as this metric generally eliminates the effects of certain variables unrelated to our overall performance.

APPENDIX (CONT'D)

Non-GAAP Net Income per Share Attributable to CrowdStrike Common Stockholders, Basic and 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 diluted common stock equivalents outstanding during the period. We may periodically incur charges or receive payments in connection with litigation settlements. We exclude these charges and payments received from non-GAAP net income attributable to CrowdStrike when associated with a significant settlement because we do not believe they are reflective of ongoing business and operating results.

Free Cash Flow

Free cash flow is a non-GAAP financial measure that we define as net cash provided by (used in) operating activities less purchases of property and equipment and capitalized internal-use software. We monitor free cash flow as one measure of our overall business performance, which enables us to analyze our future performance without the effects of non-cash items and allow us to better understand the cash needs of our business. While we believe that free cash flow is useful in evaluating our business, free cash flow is a non-GAAP financial measure that has limitations as an analytical tool, and free cash flow should not be considered as an alternative to, or substitute for, net cash provided by (used in) 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)
(unaudited)

	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22
Revenue					
Subscription	$ 162,222	$ 184,256	$ 213,530	$ 244,662	$ 281,228
Professional services	15,856	14,715	18,930	20,267	21,615
Total revenue	178,078	198,971	232,460	264,929	302,843
Cost of revenue					
Subscription	37,244	44,037	49,583	54,348	64,903
Professional services	9,651	10,354	11,944	12,384	13,602
Total cost of revenue	46,895	54,391	61,527	66,732	78,505
Gross profit					
Subscription	124,978	140,219	163,947	190,314	216,325
Professional services	6,205	4,361	6,986	7,883	8,013
Total gross profit	131,183	144,580	170,933	198,197	224,338
Operating expenses					
Sales and marketing	88,138	95,127	105,602	112,449	135,131
Research and development	40,578	50,483	57,539	66,070	78,180
General and administrative	25,043	28,961	31,951	35,481	42,374
Total operating expenses	153,759	174,571	195,092	214,000	255,685
Loss from operations	(22,576)	(29,991)	(24,159)	(15,803)	(31,347)
Interest expense	(143)	(174)	(193)	(1,049)	(6,230)
Other income (expense), net	4,533	732	272	682	4,768
Loss before provision for income taxes	(18,186)	(29,433)	(24,080)	(16,170)	(32,809)
Provision for income taxes	1,036	441	451	2,832	50,062
Net loss	$ (19,222)	$ (29,874)	$ (24,531)	$ (19,002)	$ (82,871)
Net income attributable to noncontrolling interest	—	—	—	—	2,178
Net loss attributable to CrowdStrike	$ (19,222)	$ (29,874)	$ (24,531)	$ (19,002)	$ (85,049)
Net loss attributable to CrowdStrike common stockholders, basic and diluted	$ (0.09)	$ (0.14)	$ (0.11)	$ (0.09)	$ (0.38)
Weighted-average shares used in computing net loss per share attributable to CrowdStrike common stockholders, basic and diluted	213,129	216,695	219,401	221,700	224,153

GAAP TO NON-GAAP RECONCILIATION

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

	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22
GAAP cost of revenue	$ 46,895	$ 54,391	$ 61,527	$ 66,732	$ 78,505
Less:					
Stock based compensation expense	2,966	4,060	4,777	5,907	6,313
Amortization of acquired intangible assets	62	63	272	660	1,995
Non-GAAP cost of revenue	$ 43,867	$ 50,268	$ 56,478	$ 60,165	$ 70,197
GAAP subscription gross profit	$ 124,978	$ 140,219	$ 163,947	$ 190,314	$ 216,325
Add:					
Stock based compensation expense	1,995	2,635	3,226	3,849	4,285
Amortization of acquired intangible assets	62	63	272	660	1,995
Non-GAAP subscription gross profit	$ 127,035	$ 142,917	$ 167,445	$ 194,823	$ 222,605
GAAP professional services gross profit	$ 6,205	$ 4,361	$ 6,986	$ 7,883	$ 8,013
Add:					
Stock based compensation expense	971	1,425	1,551	2,058	2,028
Non-GAAP professional services gross profit	$ 7,176	$ 5,786	$ 8,537	$ 9,941	$ 10,041
GAAP Sales and marketing operating expenses	$ 88,138	$ 95,127	$ 105,602	$ 112,449	$ 135,131
Less:					
Stock based compensation expense	8,687	13,603	12,811	15,456	17,414
Amortization of acquired intangible assets	31	31	91	209	422
Non-GAAP sales and marketing operating expenses	$ 79,420	$ 81,493	$ 92,700	$ 96,784	$ 117,295
GAAP research and development operating expenses	$ 40,578	$ 50,483	$ 57,539	$ 66,070	$ 78,180
Less:					
Stock based compensation expense	4,900	9,029	11,771	14,574	17,801
Amortization of acquired intangible assets	10	10	9	—	—
Non-GAAP research and development operating expenses	$ 35,668	$ 41,444	$ 45,759	$ 51,496	$ 60,379
GAAP general and administrative operating expenses	$ 25,043	$ 28,961	$ 31,951	$ 35,481	$ 42,374
Less:					
Stock based compensation expense	7,085	11,021	11,251	11,777	12,834
Acquisition-related expenses	—	—	2,119	1,639	4,345
Non-GAAP general and administrative operating expenses	$ 17,958	$ 17,940	$ 18,581	$ 22,065	$ 25,195
GAAP loss from operations	$ (22,576)	$ (29,991)	$ (24,159)	$ (15,803)	$ (31,347)
Add:					
Stock based compensation expense	23,638	37,713	40,610	47,714	54,362
Amortization of acquired intangible assets	103	104	372	869	2,417
Acquisition-related expenses	—	—	2,119	1,639	4,345
Non-GAAP income from operations	$ 1,165	$ 7,826	$ 18,942	$ 34,419	$ 29,777

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 FY21	Q2 FY21	Q3 FY21	Q4 FY22	Q1 FY22
GAAP net loss attributable to CrowdStrike	$ (19,222)	$ (29,874)	$ (24,531)	$ (19,002)	$ (85,049)
Add:					
Stock based compensation expense	23,638	37,713	40,610	47,714	54,362
Amortization of acquired intangible assets	103	104	372	869	2,417
Acquisition-related expenses	—	—	2,119	1,639	4,345
Amortization of debt issuance costs and discount	—	—	—	347	547
Provision for income taxes[1]	—	—	—	—	48,824
Less:					
Gain on strategic investments attributable to CrowdStrike	—	—	—	—	(2,178)
Gain on settlement of lawsuit	—	—	—	—	—
Non-GAAP net income attributable to CrowdStrike	$ 4,519	$ 7,943	$ 18,570	$ 31,567	$ 23,268
Weighted-average shares used in computing basic net income (loss) per share attributable to CrowdStrike common stockholders (GAAP and Non-GAAP)	213,129	216,695	219,401	221,700	224,153
GAAP basic net loss per share attributable to CrowdStrike common stockholders	$ (0.09)	$ (0.14)	$ (0.11)	$ (0.09)	$ (0.38)
Non-GAAP basic net income per share attributable to CrowdStrike common stockholders	$ 0.02	$ 0.04	$ 0.08	$ 0.14	$ 0.10
GAAP diluted net loss per common share attributable to CrowdStrike common stockholders	$ (0.09)	$ (0.14)	$ (0.11)	$ (0.09)	$ (0.38)
Stock-based compensation	0.10	0.16	0.17	0.20	0.23
Amortization of acquired intangible assets	—	—	—	—	0.01
Acquisition-related expenses	—	—	0.01	0.01	0.02
Gain on strategic investments attributable to CrowdStrike	—	—	—	—	(0.01)
Provision for income taxes[1]	—	—	—	—	0.21
Adjustment to fully diluted earnings per share[2]	0.01	0.01	0.01	0.01	0.02
Non-GAAP diluted net income per common share attributable to CrowdStrike common stockholders	$ 0.02	$ 0.03	$ 0.08	$ 0.13	$ 0.10
Weighted-average shares used in diluted earnings per common share attributable to CrowdStrike common stockholders calculation:					
GAAP	213,129	216,695	219,401	221,700	224,153
Non-GAAP	229,796	233,169	234,626	236,683	237,363

(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 the Humio acquisition is included in the GAAP provision for income taxes during the first quarter of fiscal 2022. The income tax benefits related to stock-based compensation, amortization of intangibles, acquisition related expenses, amortization of debt issuance costs and discount, gain on strategic investments attributable to CrowdStrike and gain on settlement of lawsuit included in the GAAP provision for income taxes was not material for all periods presented.

(2) For periods in which we had diluted non-GAAP net income (loss) 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 (loss) per share attributable to CrowdStrike common stockholders because 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 (loss) per share attributable to CrowdStrike common stockholders and because of rounding differences. 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 (loss) per share attributable to CrowdStrike common stockholders

GAAP TO NON-GAAP RECONCILIATIONS (CONT'D)

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

	FY17	FY18	FY19	FY20	FY21
GAAP cost of revenue	$ 34,006	$ 54,486	$ 87,238	$ 141,627	$ 229,545
Less:					
Stock based compensation expense	91	341	894	7,712	17,710
Amortization of acquired intangible assets	97	287	327	323	1,057
Non-GAAP cost of revenue	$ 33,818	$ 53,858	$ 86,017	$ 133,592	$ 210,778
GAAP subscription gross profit	$ 13,517	$ 52,711	$ 150,193	$ 323,849	$ 619,458
Add:					
Stock based compensation expense	50	89	689	5,226	11,705
Amortization of acquired intangible assets	97	287	327	323	1,057
Non-GAAP subscription gross profit	$ 13,664	$ 53,087	$ 151,209	$ 329,398	$ 632,220
GAAP professional services gross profit	$ 5,222	$ 11,555	$ 12,393	$ 15,937	$ 25,435
Add:					
Stock based compensation expense	41	252	205	2,486	6,005
Non-GAAP professional services gross profit	$ 5,263	$ 11,807	$ 12,598	$ 18,423	$ 31,440
GAAP Sales and marketing operating expenses	$ 53,748	$ 104,277	$ 172,682	$ 266,595	$ 401,316
Less:					
Stock based compensation expense	638	1,386	5,175	23,919	50,557
Amortization of acquired intangible assets	–	21	143	123	362
Non-GAAP sales and marketing operating expenses	$ 53,110	$ 102,870	$ 167,364	$ 242,553	$ 350,397
GAAP research and development operating expenses	$ 39,145	$ 58,887	$ 84,551	$ 130,188	$ 214,670
Less:					
Stock based compensation expense	561	3,429	7,815	15,403	40,274
Amortization of acquired intangible assets	–	320	113	41	29
Non-GAAP research and development operating expenses	$ 38,584	$ 55,138	$ 76,623	$ 114,744	$ 174,367
GAAP general and administrative operating expenses	$ 16,402	$ 32,542	$ 42,217	$ 89,068	$ 121,436
Less:					
Stock based compensation expense	704	7,187	6,621	32,906	41,134
Acquisition-related expenses	–	167	–	–	3,758
Non-GAAP general and administrative operating expenses	$ 15,698	$ 25,188	$ 35,596	$ 56,162	$ 76,544
GAAP loss from operations	$ (90,556)	$ (131,440)	$ (136,864)	$ (146,065)	$ (92,529)
Add:					
Stock based compensation expense	1,994	12,343	20,505	79,940	149,675
Amortization of acquired intangible assets	97	628	583	487	1,448
Acquisition-related expenses	–	167	–	–	3,758
Non-GAAP income (loss) from operations	$ (88,465)	$ (118,302)	$ (115,776)	$ (65,638)	$ 62,352

SUPPLEMENTAL DISCLOSURE - ADDITIONAL METRICS

CROWDSTRIKE HOLDINGS, INC.
Additional Metrics
(In thousands, except percentages and customer count)
(unaudited)

	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22
Annual recurring revenue	$ 686,125	$ 790,583	$ 907,391	$ 1,050,051	$ 1,193,889
Year-over-year growth	*88%*	*87%*	*81%*	*75%*	*74%*
Deferred revenue	$ 635,973	$ 689,840	$ 762,674	$ 911,895	$ 1,021,991
Backlog	181,495	235,629	310,471	448,157	449,682
Remaining performance obligations	$ 817,468	$ 925,469	$ 1,073,145	$ 1,360,052	$ 1,471,673
Subscription customer count	6,261	7,230	8,416	9,896	11,420
Year-over-year growth	*105%*	*91%*	*85%*	*82%*	*82%*
Free cash flow reconciliation					
GAAP net cash provided by operating activities	$ 98,577	$ 55,025	$ 88,501	$ 114,463	$ 147,533
Less: Purchases of property and equipment	(9,694)	(20,640)	(9,911)	(12,554)	(25,796)
Less: Capitalized internal-use software and website development	(1,882)	(1,968)	(2,495)	(4,519)	(4,434)
Free cash flow	$ 87,001	$ 32,417	$ 76,095	$ 97,390	$ 117,303
Geographic breakdown of total revenue:					
United States	73%	71%	72%	71%	73%
International	27%	29%	28%	29%	27%
Non-GAAP gross margin	75%	75%	76%	77%	77%
Non-GAAP subscription gross margin	78%	78%	78%	80%	79%
Non-GAAP operating expenses	$ 133,046	$ 140,877	$ 157,040	$ 170,345	$ 202,869
Non-GAAP operating expenses as a percentage of revenue	75%	71%	68%	64%	67%
Non-GAAP operating margin	1%	4%	8%	13%	10%

CROWDSTRIKE