



CORPORATE OVERVIEW

DECEMBER 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



1999

Service
Management
Cloud

servicenow

2004

HR
Cloud



2005

**Security
Cloud**



CROWDSTRIKE

2011

CROWDSTRIKE AT A GLANCE

First Cloud-Native SaaS Endpoint Security Platform

Exceptional Financial Profile



\$1.51 Billion

Annual Recurring Revenue



67%

ARR YoY Growth



94%

Subscription Revenue



67%

Subscription Revenue YoY Growth



14,687

Subscription Customers



68%

Subscription Customers with 4+ Modules

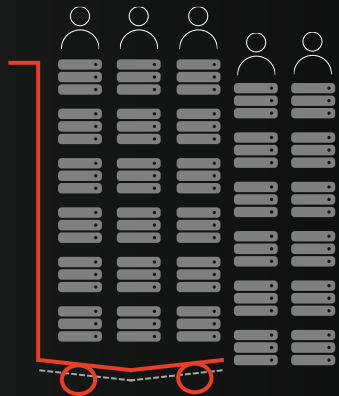


THE PROBLEM



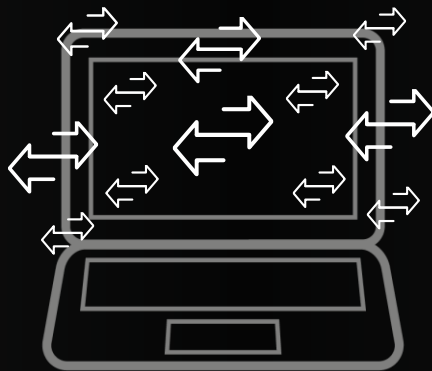
OTHER SECURITY PRODUCTS ARE EXPENSIVE, COMPLEX, AND INEFFECTIVE

On-prem inflexibility



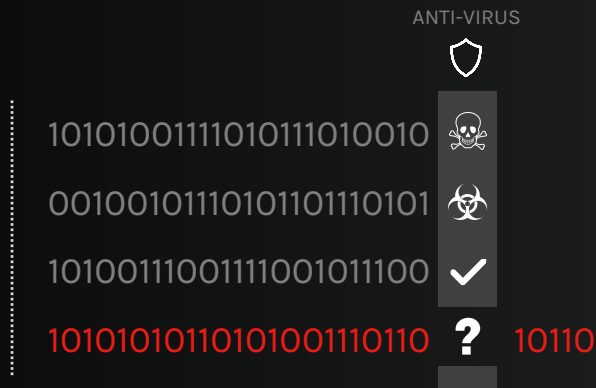
COST

Agent bloat



COMPLEXITY

Signatures miss new attacks



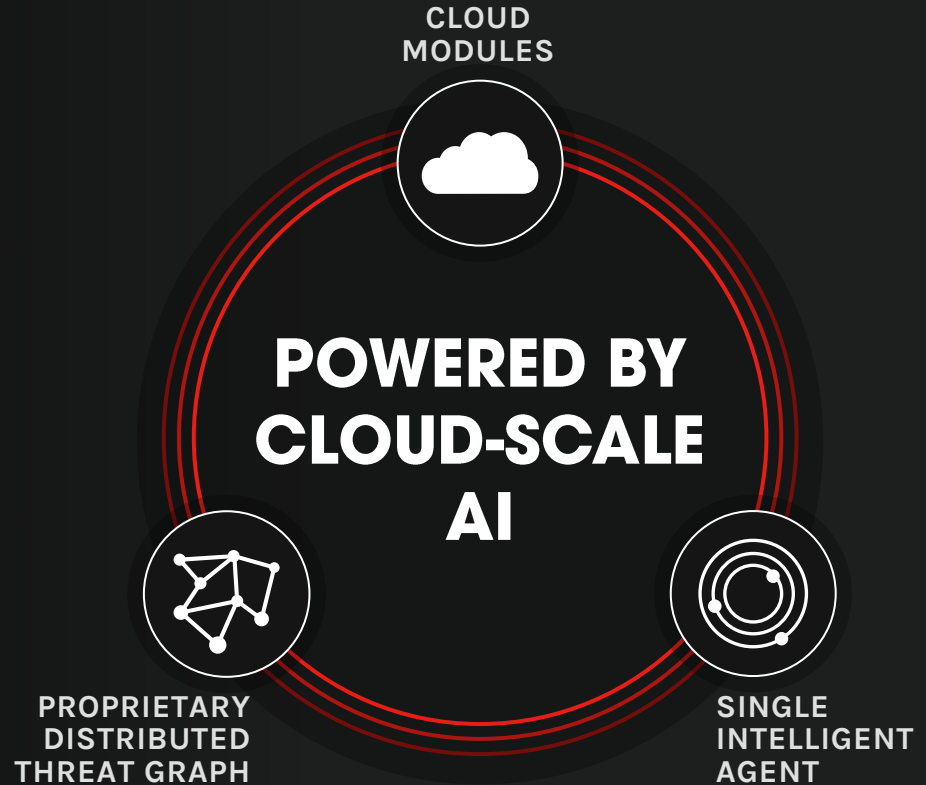
NO RESULTS



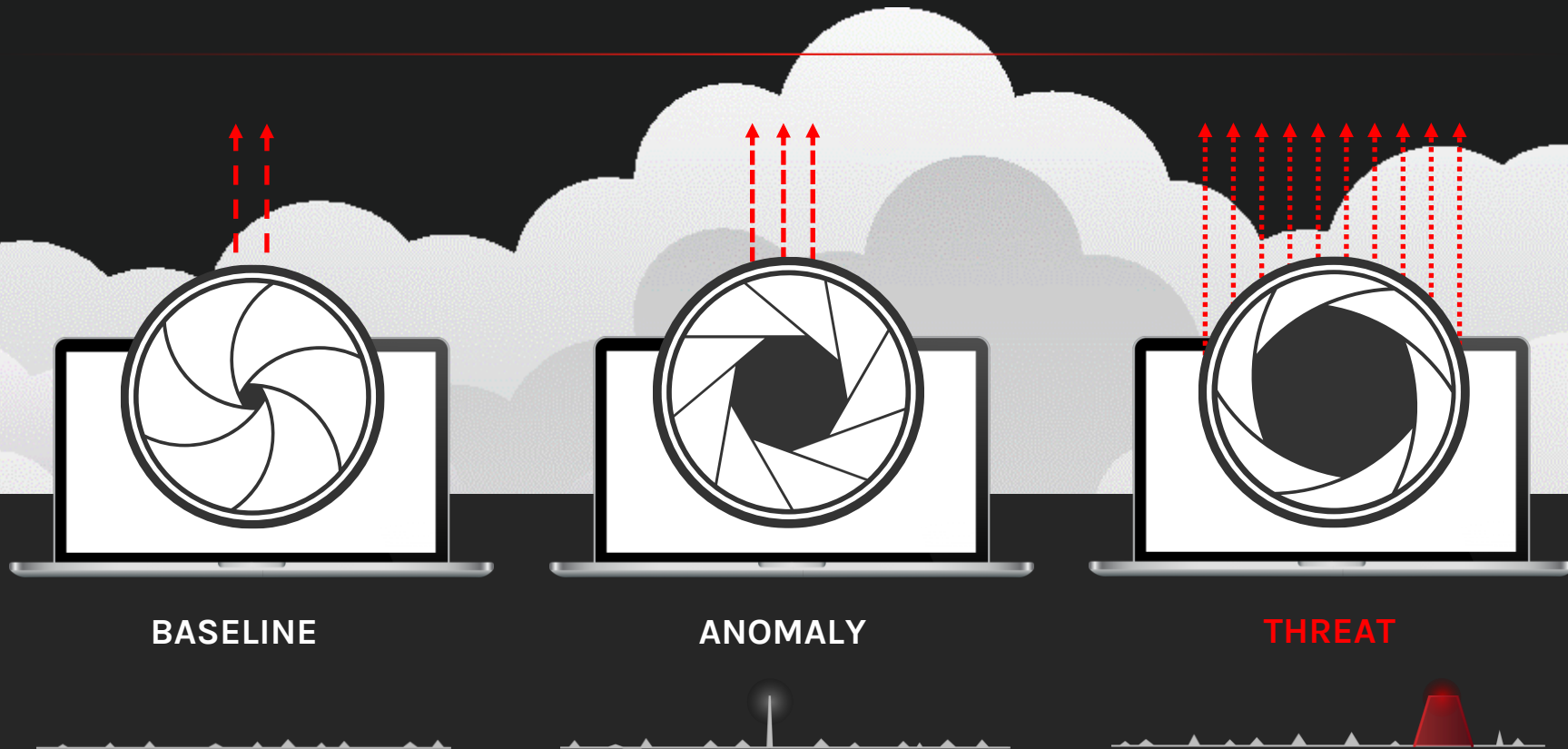
OUR TECHNOLOGY



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 1 Trillion
High-fidelity signals per day

AI-Powered

Local and Cloud
ML Models

Time-Based Analysis

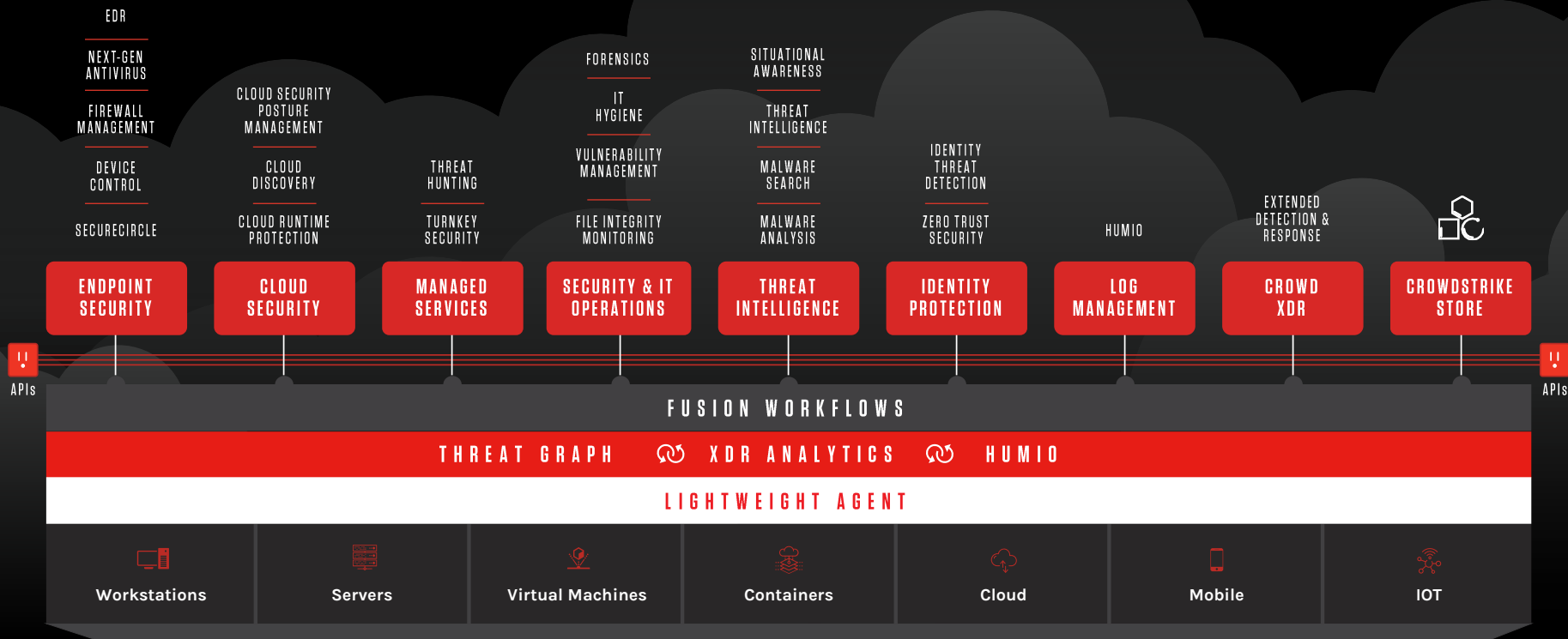


U.S. Patent No. 9,798,882

“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
1 trillion high-fidelity signals streamed to
Threat Graph per day



Cloud
AI Models



Local
AI Models



WHY CLOUD NATIVE IS BETTER



DATA ACCESS

CONSTANT PROTECTION



DATA ANALYSIS

CONTINUOUS LEARNING

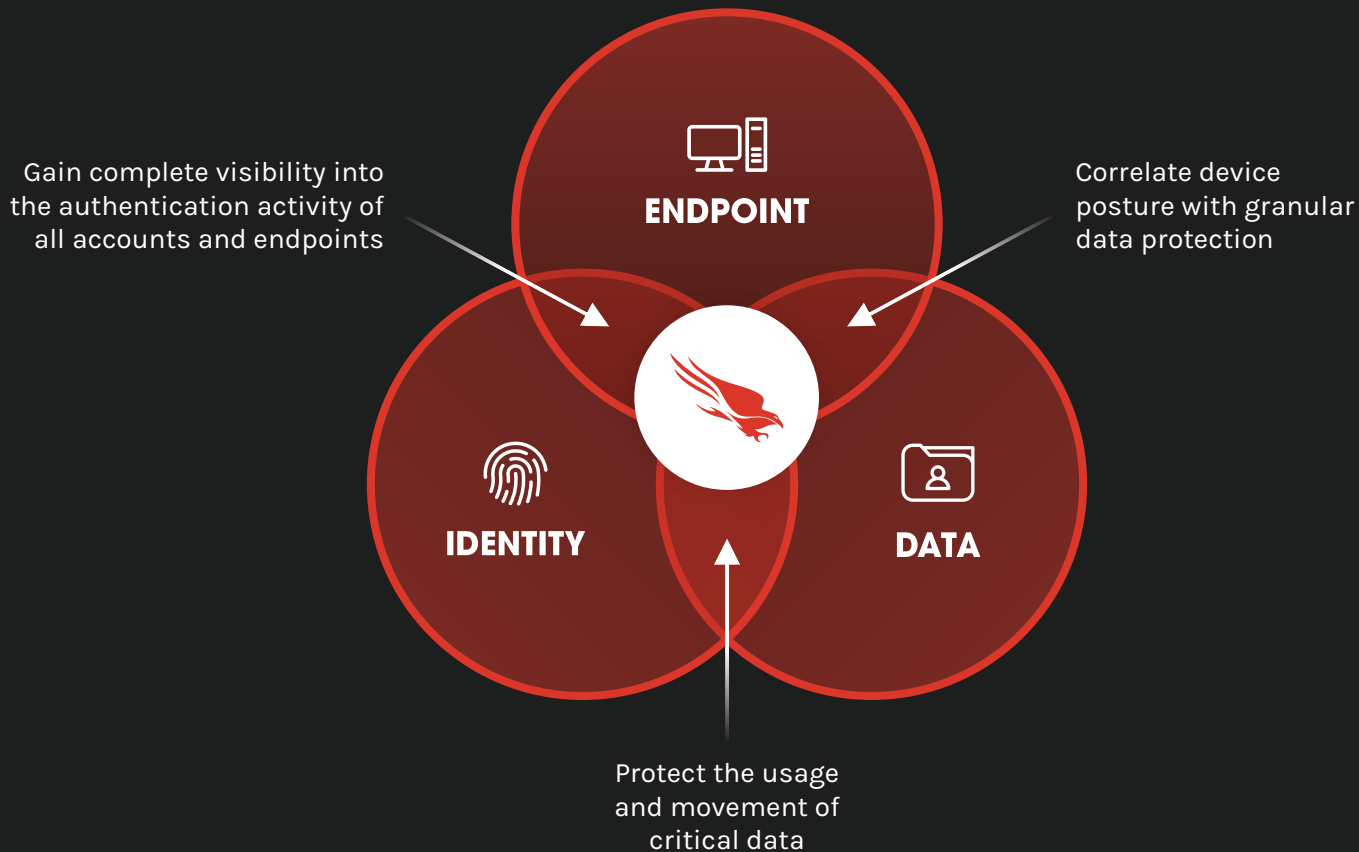


DATA REUSE

COLLECT ONCE, REUSE MANY



ZERO TRUST: ENDPOINT, IDENTITY, DATA

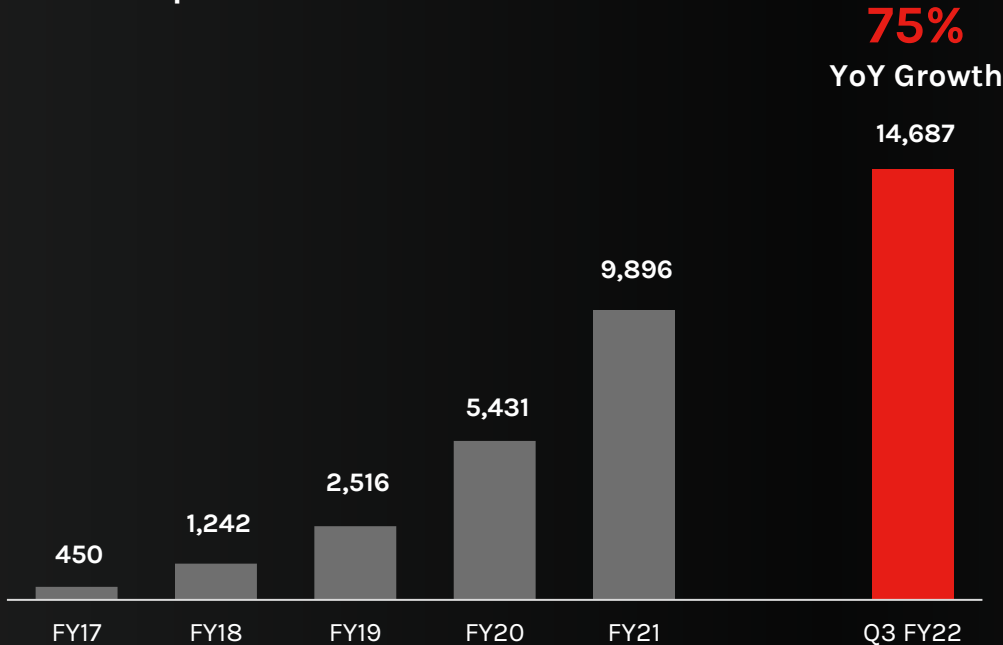


OUR CUSTOMERS



RAPIDLY EXPANDING CUSTOMER BASE

Subscription Customers



As of July 31, 2021

63
of the Fortune 100

234
of the Fortune 500

14
of the top 20 banks



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

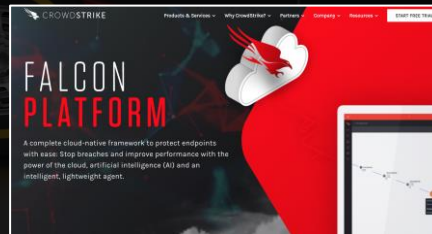
Global Coverage – Americas, EMEA, Asia Pac, Japan

SUPER-CHARGED WITH LOW FRICTION SELLING

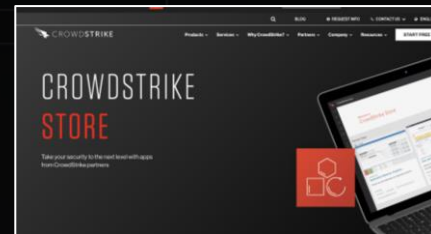
Trial-to-Pay

The screenshot shows the CrowdStrike 'TRY IT FREE' trial sign-up form. The header includes the CrowdStrike logo and the text 'TRY IT FREE FOR 15 DAYS'. Below this, there are input fields for 'First Name', 'Last Name', 'Business Email', and 'Company Name'. A dropdown menu for 'Select Your Country' is also present. A checkbox labeled 'I accept the CrowdStrike End User License Agreement' is located below the input fields. A prominent red button labeled 'START FREE TRIAL' is at the bottom, with the text 'No credit card required' underneath it. To the left of the form, there is a section titled 'SEE WHAT YOUR CURRENT ANTIVIRUS IS MISSING' with sub-points: 'Better Protection' (protects against all threat vectors, not just malware), 'Better Performance' (cloud-based architecture and no need for signature updates), and 'Better Visibility' (no time lagging or costly infrastructure).

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



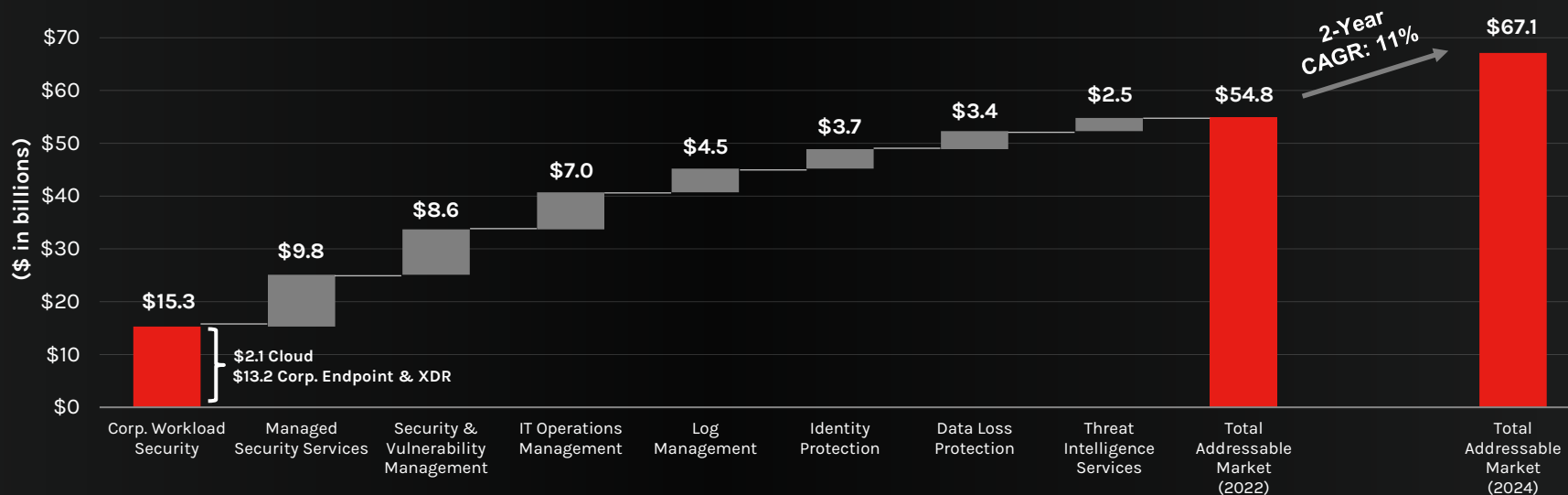
Click image for video



OUR GROWTH STRATEGY



OUR LARGE AND EXPANDING TAM



CrowdStrike
Falcon Cloud
Modules

Prevent
Insight
Device Control
Firewall Management
Cloud Workload
Protection
Horizon
Falcon XDR

Complete
OverWatch

Spotlight
Forensics

Discover
Discover for
Cloud and
Containers
FileVantage

Humio

Zero Trust
Identity Threat
Detection

SecureCircle

Falcon X
Search
Sandbox
Falcon X Recon



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



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

\$6.1 BILLION

\$12.4 BILLION →

10X

the 2020 market
estimate for cloud
security spend

5.7%

5.7%

2020

2023

CLOUD IT SPEND

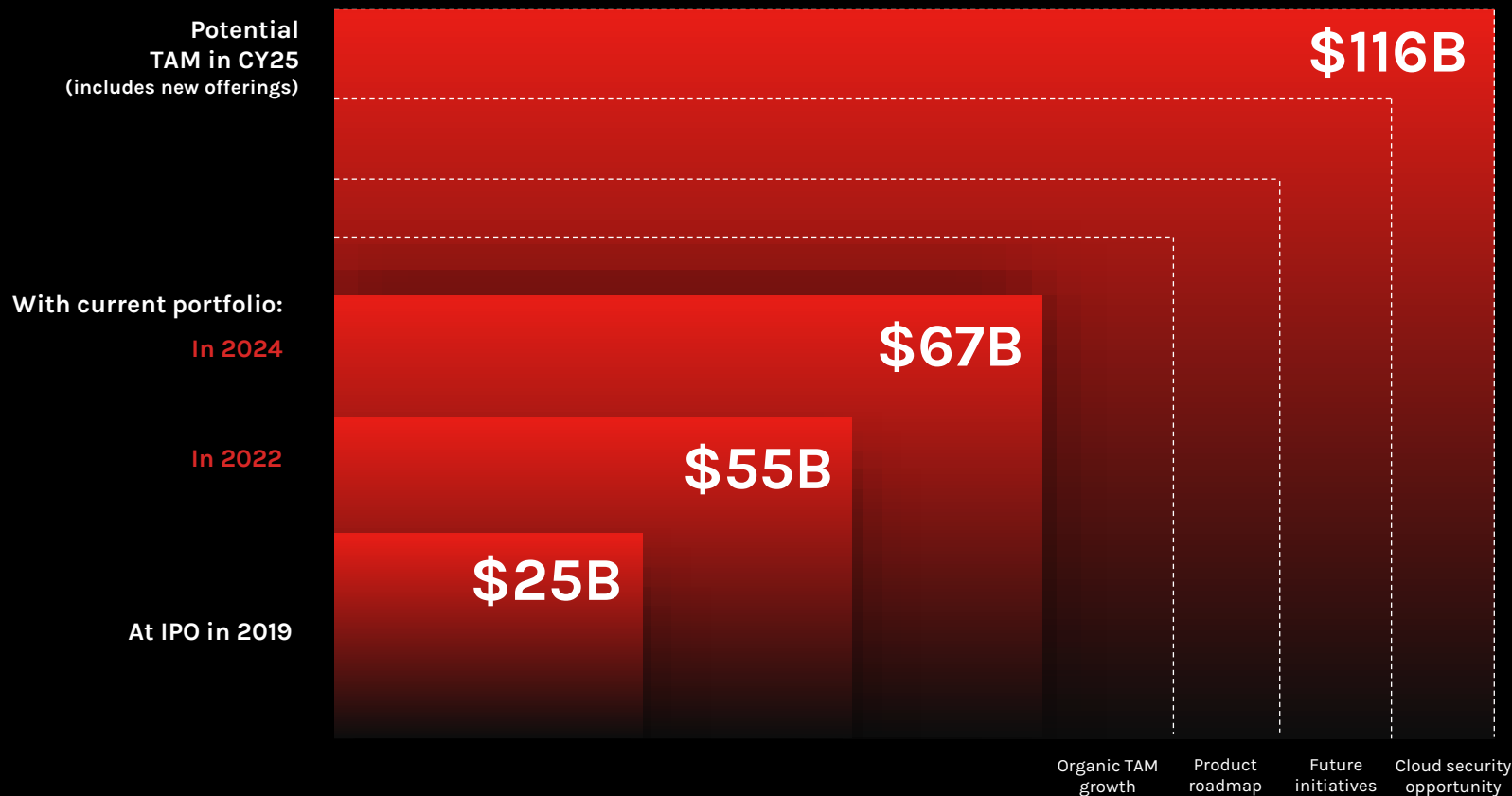
IaaS and PaaS Vendor Revenue Estimate, IDC

\$106.4 BILLION

\$217.7 BILLION

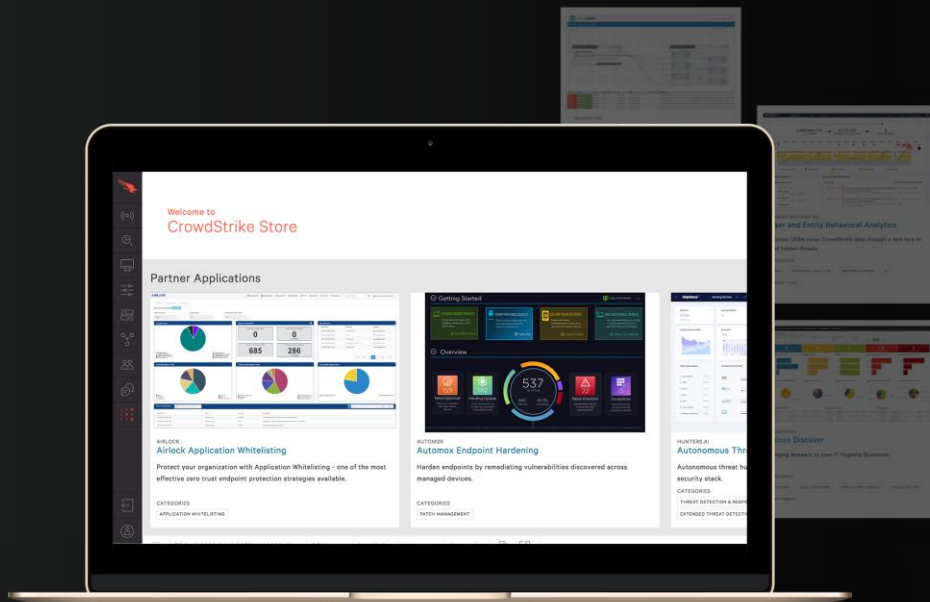


LONG-TERM TAM EVOLUTION



THE CROWDSTRIKE STORE EXPANDING ECOSYSTEM

CROWDSTRIKE STORE



CUSTOM SERVICES & APIs



**PaaS
for the Endpoint**



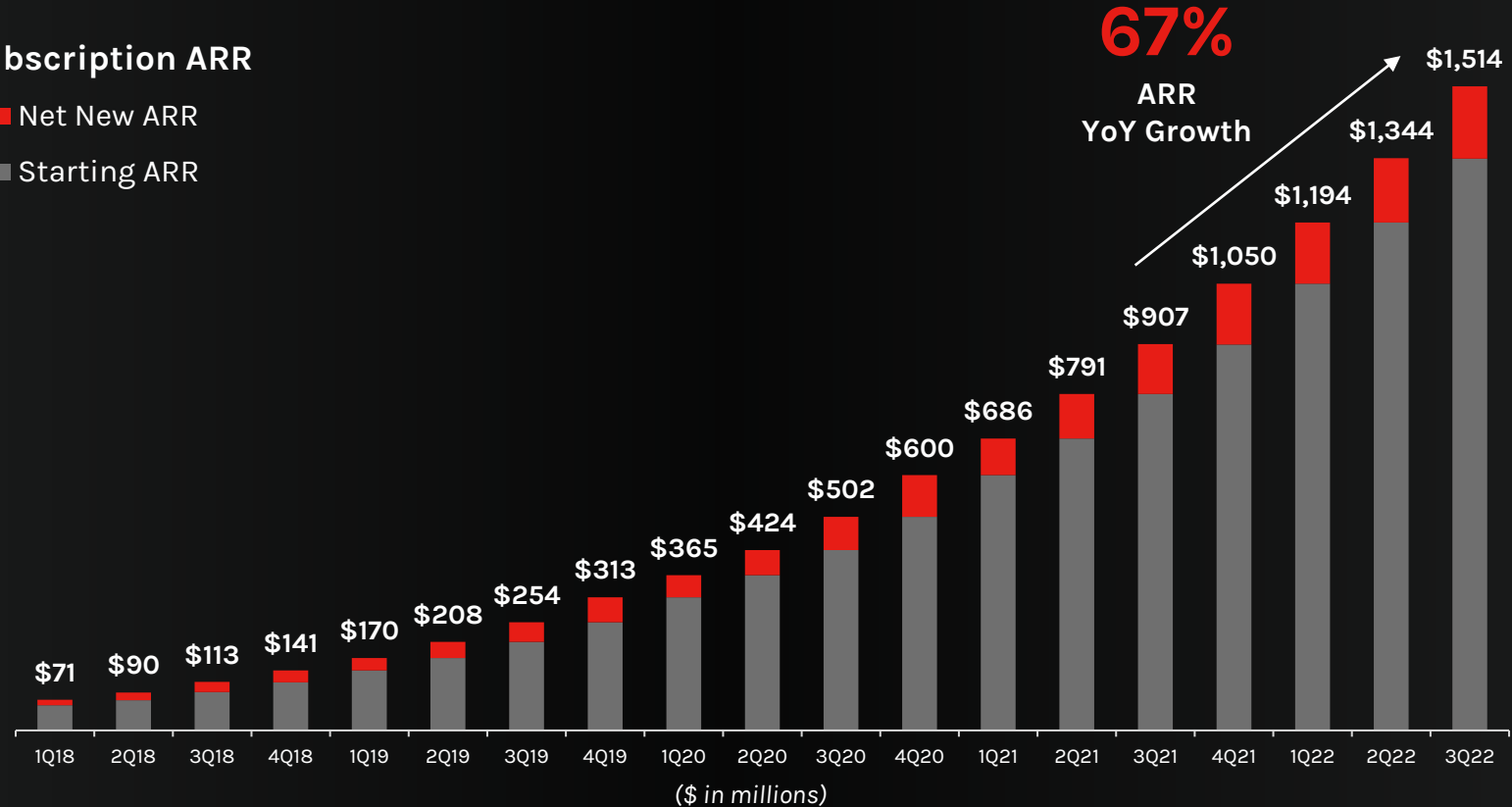
FINANCIAL OVERVIEW



RAPID GROWTH OF ARR

Subscription ARR

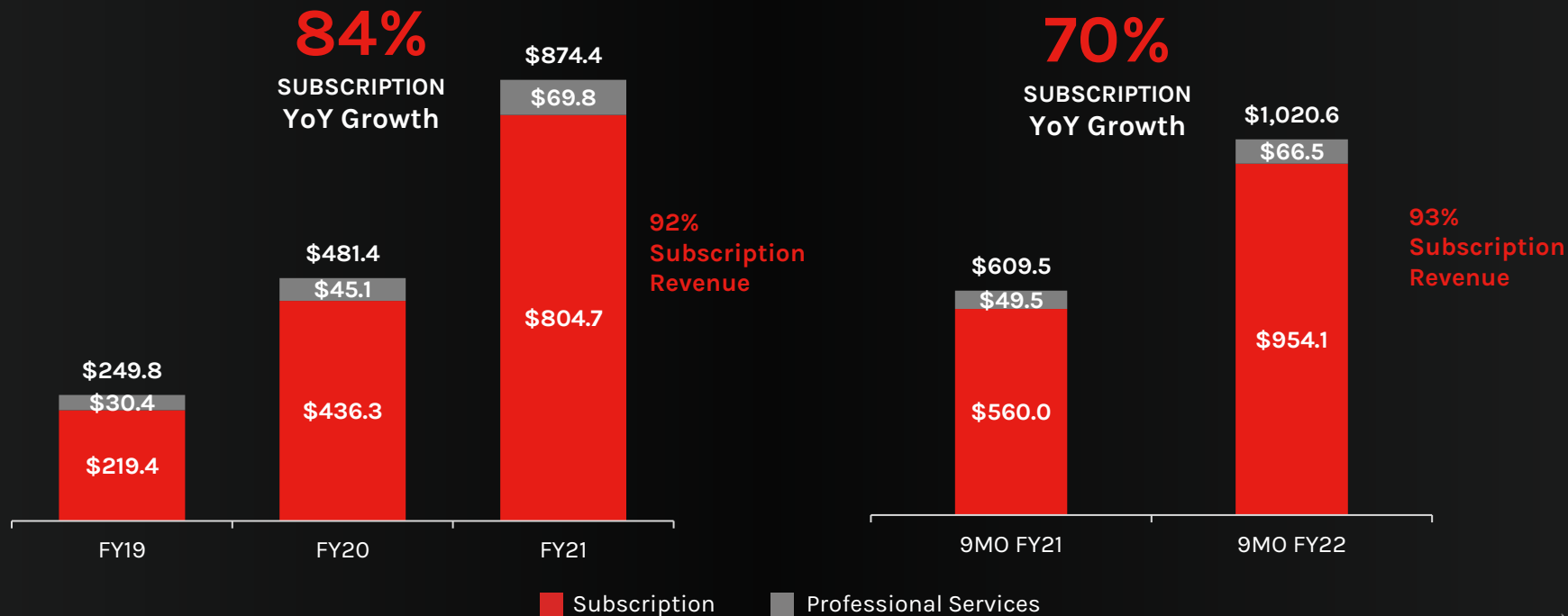
- Net New ARR
- Starting ARR



STRONG REVENUE GROWTH

Annual Revenue

FY22 YTD Revenue

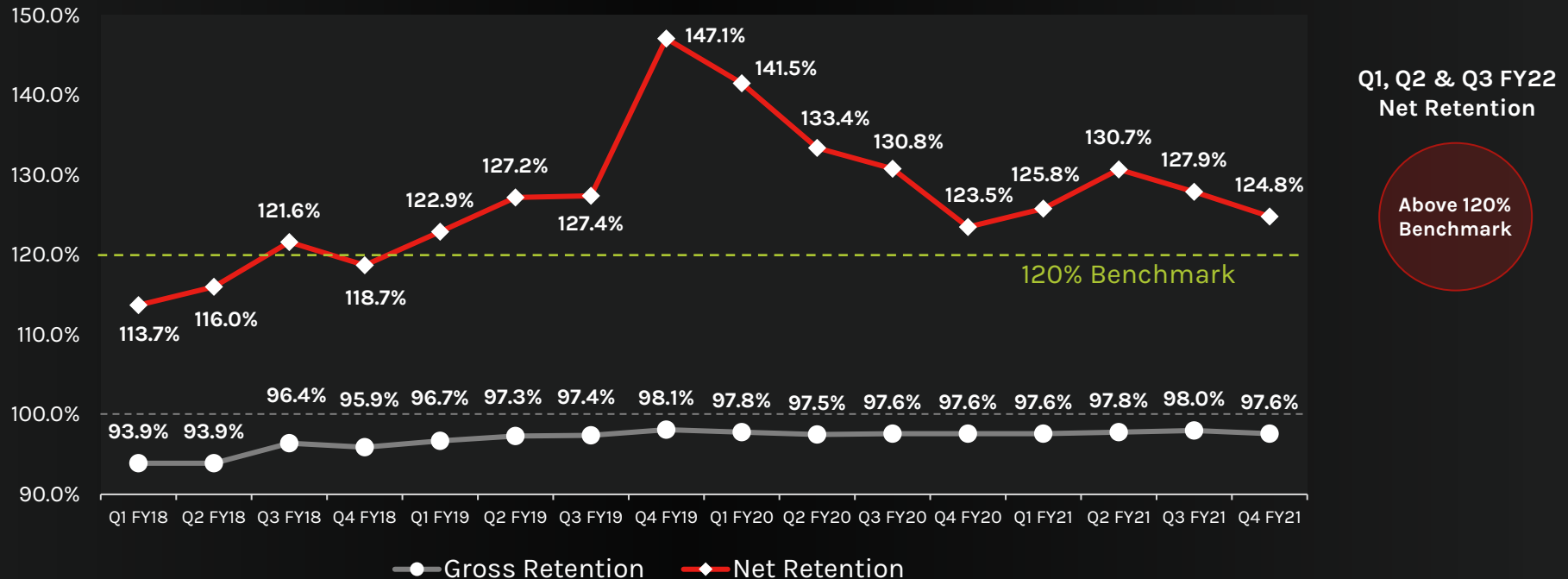


(\$ in millions)



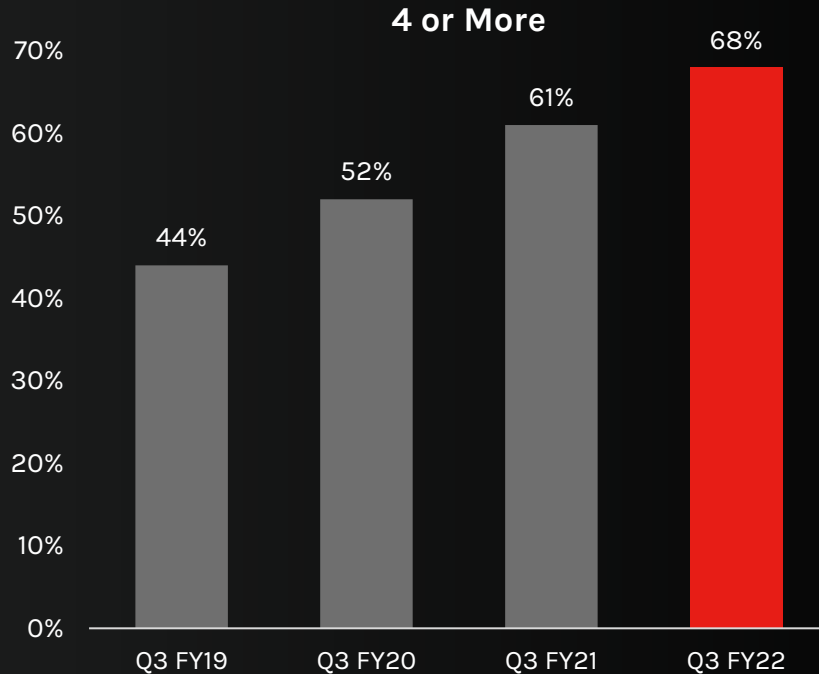
STRONG CUSTOMER RETENTION & EXPANSION

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



THE POWER OF THE PLATFORM

% of Subscription Customers with Multiple Cloud Module Subscriptions



5 or More

55%

6 or More

32%

Note: 5 and 6 or more customer figures are as of the quarter ended October 31, 2021.



ATTRACTIVE UNIT ECONOMICS

MAGIC NUMBER

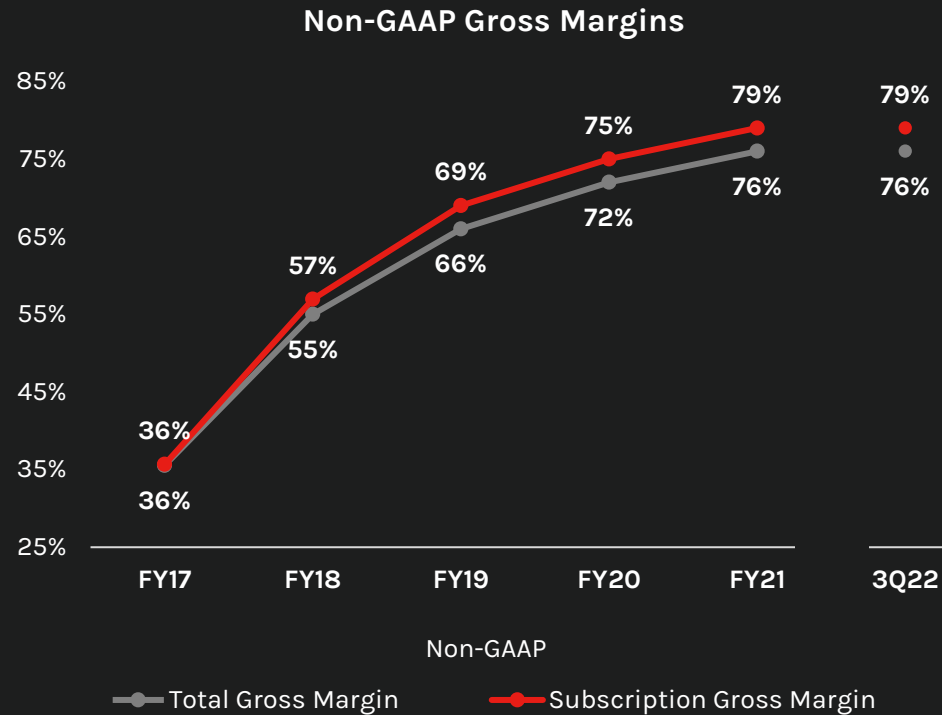
1.3

RULE OF 40

77%



IMPROVED GROSS MARGINS

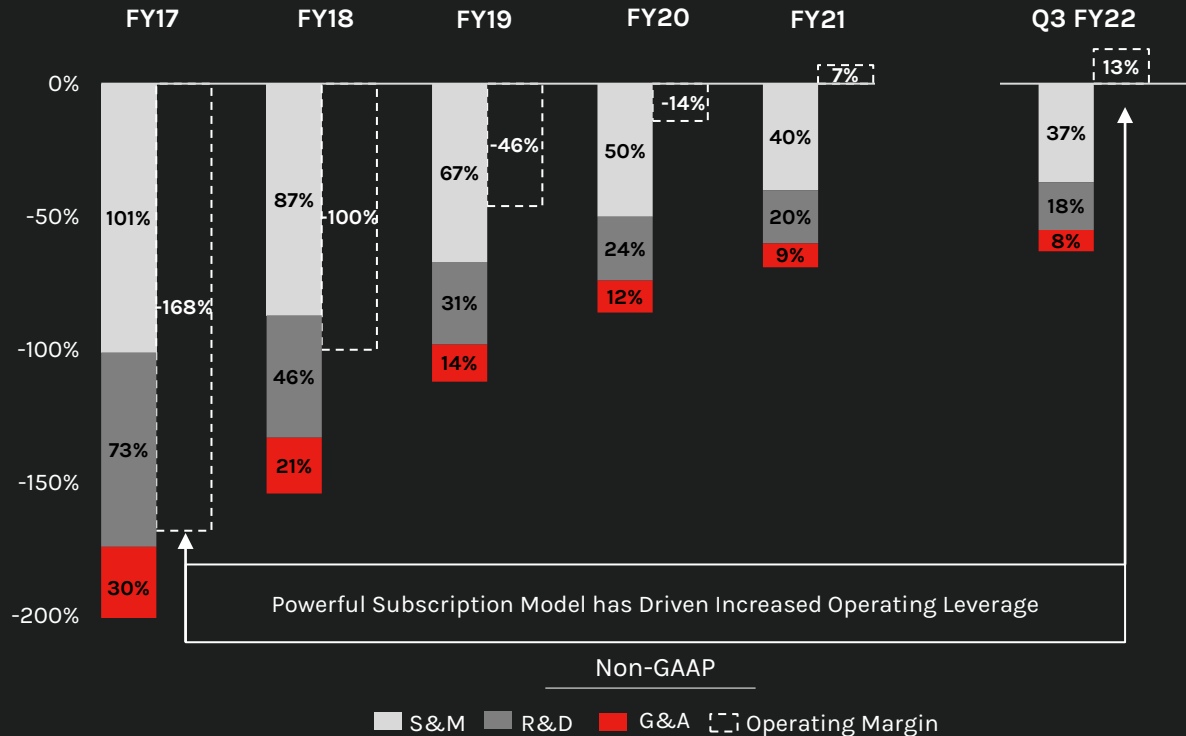


Note: Non-GAAP financial figures exclude stock-based compensation expense and the amortization of acquired intangible assets. See Appendix for a reconciliation of each non-GAAP financial measure to the most directly comparable financial measure stated in accordance with GAAP.



IMPROVED OPERATING LEVERAGE

Non-GAAP Operating Expenses as % of Revenue



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



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

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 CY22 and CY24:

- International Data Corporation, *Market Forecast – Worldwide Corporate Endpoint Security Forecast, 2021-2025: On a Higher Growth Trajectory*, June 2021.
- International Data Corporation, *Market Forecast – Worldwide Cloud Workload Security Forecast, 2021-2025: Expanding Requirements and the March to Cloud Fuel the Market*, June 2021.
- International Data Corporation, *Market Forecast – Worldwide Cybersecurity AIRO and Tier 2 SOC Analytics Forecast, 2021-2025: Is the Pathway to XDR Paved with Good Intentions?*, August 2021.
- International Data Corporation, *Market Forecast – Worldwide and U.S. Comprehensive Security Services Forecast, 2021-2025: Growth Continues During and Beyond COVID-19*, June 2021.
- International Data Corporation, *Market Forecast – Worldwide Unified Endpoint Management Software Forecast, 2021-2025*, August 2021.
- International Data Corporation, *Market Forecast – Worldwide Identity Forecast, 2021-2025: Improving Identity Hygiene – It's Time for a Second Shot*, July 2021.
- International Data Corporation, *Market Forecast – Worldwide IT Operations Analytics Software Forecast, 2021-2025: Data Volumes and AI/ops Capabilities Drive Growth*, October 2021.
- International Data Corporation, *Market Forecast – Worldwide Data Loss Technologies Forecast, 2021-2025: Digital Transformation Tools Applied to the Data Protection Task*, October 2021.
- International Data Corporation, *Market Forecast – Worldwide Endpoint Encryption and Key Management Infrastructure Software Forecast, 2019-2023*, May 2019.

Potential TAM in CY25:

- 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 (Loss) 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, including purchased patents, acquisition-related expenses and legal reserve and settlement charges or benefits. We believe non-GAAP income (loss) from operations provides our management and investors consistency and comparability with our past financial performance and facilitate 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 (Loss) Attributable to CrowdStrike

We define non-GAAP net income (loss) attributable to CrowdStrike as GAAP net loss attributable to CrowdStrike excluding stock-based compensation expense, amortization of acquired intangible assets, including purchased patents, acquisition-related expenses, amortization of debt issuance costs and discount, gain on strategic investments, legal reserve and settlement charges or benefits and the tax costs for intellectual property integration relating to the Humio acquisition. We believe non-GAAP net income (loss) 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	Q2 FY22	Q3 FY22
Revenue							
Subscription	\$ 162,222	\$ 184,256	\$ 213,530	\$ 244,662	\$ 281,228	\$ 315,836	\$ 357,030
Professional services	15,856	14,715	18,930	20,267	21,615	21,854	23,021
Total revenue	<u>178,078</u>	<u>198,971</u>	<u>232,460</u>	<u>264,929</u>	<u>302,843</u>	<u>337,690</u>	<u>380,051</u>
Cost of revenue							
Subscription	37,244	44,037	49,583	54,348	64,903	75,993	85,464
Professional services	9,651	10,354	11,944	12,384	13,602	14,439	16,200
Total cost of revenue	<u>46,895</u>	<u>54,391</u>	<u>61,527</u>	<u>66,732</u>	<u>78,505</u>	<u>90,432</u>	<u>101,664</u>
Gross profit							
Subscription	124,978	140,219	163,947	190,314	216,325	239,843	271,566
Professional services	6,205	4,361	6,986	7,883	8,013	7,415	6,821
Total gross profit	<u>131,183</u>	<u>144,580</u>	<u>170,933</u>	<u>198,197</u>	<u>224,338</u>	<u>247,258</u>	<u>278,387</u>
Operating expenses							
Sales and marketing	88,138	95,127	105,602	112,449	135,131	153,861	164,960
Research and development	40,578	50,483	57,539	66,070	78,180	90,455	97,630
General and administrative	25,043	28,961	31,951	35,481	42,374	50,345	56,061
Total operating expenses	<u>153,759</u>	<u>174,571</u>	<u>195,092</u>	<u>214,000</u>	<u>255,685</u>	<u>294,661</u>	<u>318,651</u>
Loss from operations	<u>(22,576)</u>	<u>(29,991)</u>	<u>(24,159)</u>	<u>(15,803)</u>	<u>(31,347)</u>	<u>(47,403)</u>	<u>(40,264)</u>
Interest expense	(143)	(174)	(193)	(1,049)	(6,230)	(6,296)	(6,403)
Other income, net	4,533	732	272	682	4,768	619	690
Loss before provision for income taxes	<u>(18,186)</u>	<u>(29,433)</u>	<u>(24,080)</u>	<u>(16,170)</u>	<u>(32,809)</u>	<u>(53,080)</u>	<u>(45,977)</u>
Provision for income taxes	1,036	441	451	2,832	50,062	4,238	4,473
Net loss	<u>\$ (19,222)</u>	<u>\$ (29,874)</u>	<u>\$ (24,531)</u>	<u>\$ (19,002)</u>	<u>\$ (82,871)</u>	<u>\$ (57,318)</u>	<u>\$ (50,450)</u>
Net income attributable to noncontrolling interest	—	—	—	—	2,178	—	5
Net loss attributable to CrowdStrike	<u>\$ (19,222)</u>	<u>\$ (29,874)</u>	<u>\$ (24,531)</u>	<u>\$ (19,002)</u>	<u>\$ (85,049)</u>	<u>\$ (57,318)</u>	<u>\$ (50,455)</u>
Net loss per share attributable to CrowdStrike common stockholders, basic and diluted	<u>\$ (0.09)</u>	<u>\$ (0.14)</u>	<u>\$ (0.11)</u>	<u>\$ (0.09)</u>	<u>\$ (0.38)</u>	<u>\$ (0.25)</u>	<u>\$ (0.22)</u>
Weighted-average shares used in computing net loss per share attributable to CrowdStrike common stockholders, basic and diluted	<u>213,129</u>	<u>216,695</u>	<u>219,401</u>	<u>221,700</u>	<u>224,153</u>	<u>226,362</u>	<u>228,293</u>



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	Q2 FY22	Q3 FY22
GAAP cost of revenue	\$ 46,895	\$ 54,391	\$ 61,527	\$ 66,732	\$ 78,505	\$ 90,432	\$ 101,664
Less:							
Stock based compensation expense	2,966	4,060	4,777	5,907	6,313	7,683	8,515
Amortization of acquired intangible assets	62	63	272	660	1,995	2,771	2,784
Non-GAAP cost of revenue	<u>\$ 43,867</u>	<u>\$ 50,268</u>	<u>\$ 56,478</u>	<u>\$ 60,165</u>	<u>\$ 70,197</u>	<u>\$ 79,978</u>	<u>\$ 90,365</u>
GAAP subscription gross profit	\$ 124,978	\$ 140,219	\$ 163,947	\$ 190,314	\$ 216,325	\$ 239,843	\$ 271,566
Add:							
Stock based compensation expense	1,995	2,635	3,226	3,849	4,285	5,294	5,969
Amortization of acquired intangible assets	62	63	272	660	1,995	2,771	2,784
Non-GAAP subscription gross profit	<u>\$ 127,035</u>	<u>\$ 142,917</u>	<u>\$ 167,445</u>	<u>\$ 194,823</u>	<u>\$ 222,605</u>	<u>\$ 247,908</u>	<u>\$ 280,319</u>
GAAP professional services gross profit	\$ 6,205	\$ 4,361	\$ 6,986	\$ 7,883	\$ 8,013	\$ 7,415	\$ 6,821
Add:							
Stock based compensation expense	971	1,425	1,551	2,058	2,028	2,389	2,546
Non-GAAP professional services gross profit	<u>\$ 7,176</u>	<u>\$ 5,786</u>	<u>\$ 8,537</u>	<u>\$ 9,941</u>	<u>\$ 10,041</u>	<u>\$ 9,804</u>	<u>\$ 9,367</u>
GAAP Sales and marketing operating expenses	\$ 88,138	\$ 95,127	\$ 105,602	\$ 112,449	\$ 135,131	\$ 153,861	\$ 164,960
Less:							
Stock based compensation expense	8,687	13,603	12,811	15,456	17,414	25,265	25,499
Amortization of acquired intangible assets	31	31	91	209	422	547	540
Non-GAAP sales and marketing operating expenses	<u>\$ 79,420</u>	<u>\$ 81,493</u>	<u>\$ 92,700</u>	<u>\$ 96,784</u>	<u>\$ 117,295</u>	<u>\$ 128,049</u>	<u>\$ 138,921</u>
GAAP research and development operating expenses	\$ 40,578	\$ 50,483	\$ 57,539	\$ 66,070	\$ 78,180	\$ 90,455	\$ 97,630
Less:							
Stock based compensation expense	4,900	9,029	11,771	14,574	17,801	25,808	27,333
Amortization of acquired intangible assets	10	10	9	—	—	—	—
Non-GAAP research and development operating expenses	<u>\$ 35,668</u>	<u>\$ 41,444</u>	<u>\$ 45,759</u>	<u>\$ 51,496</u>	<u>\$ 60,379</u>	<u>\$ 64,647</u>	<u>\$ 70,297</u>
GAAP general and administrative operating expenses	\$ 25,043	\$ 28,961	\$ 31,951	\$ 35,481	\$ 42,374	\$ 50,345	\$ 56,061
Less:							
Stock based compensation expense	7,085	11,021	11,251	11,777	12,834	17,531	25,319
Acquisition-related expenses	—	—	2,119	1,639	4,345	596	971
Amortization of acquired intangible assets	—	—	—	—	—	—	13
Legal reserve and settlement charges	—	—	—	—	—	2,500	—
Non-GAAP general and administrative operating expenses	<u>\$ 17,958</u>	<u>\$ 17,940</u>	<u>\$ 18,581</u>	<u>\$ 22,065</u>	<u>\$ 25,195</u>	<u>\$ 29,718</u>	<u>\$ 29,758</u>
GAAP loss from operations	\$ (22,576)	\$ (29,991)	\$ (24,159)	\$ (15,803)	\$ (31,347)	\$ (47,403)	\$ (40,264)
Add:							
Stock based compensation expense	23,638	37,713	40,610	47,714	54,362	76,287	86,666
Amortization of acquired intangible assets	103	104	372	869	2,417	3,318	3,337
Acquisition-related expenses	—	—	2,119	1,639	4,345	596	971
Legal reserve and settlement charges	—	—	—	—	—	2,500	—
Non-GAAP income (loss) from operations	<u>\$ 1,165</u>	<u>\$ 7,826</u>	<u>\$ 18,942</u>	<u>\$ 34,419</u>	<u>\$ 29,777</u>	<u>\$ 35,298</u>	<u>\$ 50,710</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)

	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY22	Q1 FY22	Q2 FY22	Q3 FY22
GAAP net loss attributable to CrowdStrike	\$ (19,222)	\$ (29,874)	\$ (24,531)	\$ (19,002)	\$ (85,049)	\$ (57,318)	\$ (50,455)
Stock based compensation expense	23,638	37,713	40,610	47,714	54,362	76,287	86,666
Amortization of acquired intangible assets	103	104	372	869	2,417	3,318	3,337
Acquisition-related expenses	—	—	2,119	1,639	4,345	596	971
Amortization of debt issuance costs and discount	—	—	—	347	547	546	546
Legal reserve and settlement charges or benefits	—	—	—	—	—	2,500	—
Provision for income taxes ⁽¹⁾	—	—	—	—	48,824	—	—
Gains and other income from strategic investments attributable to CrowdStrike	—	—	—	—	(2,178)	—	(5)
Non-GAAP net income (loss) attributable to CrowdStrike	\$ 4,519	\$ 7,943	\$ 18,570	\$ 31,567	\$ 23,268	\$ 25,929	\$ 41,060
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	226,362	228,293
GAAP basic net loss per share attributable to CrowdStrike common stockholders	\$ (0.09)	\$ (0.14)	\$ (0.11)	\$ (0.09)	\$ (0.38)	\$ (0.25)	\$ (0.22)
Non-GAAP basic net income (loss) per share attributable to CrowdStrike common stockholders	\$ 0.02	\$ 0.04	\$ 0.08	\$ 0.14	\$ 0.10	\$ 0.11	\$ 0.18
GAAP diluted net loss per share attributable to CrowdStrike common stockholders	\$ (0.09)	\$ (0.14)	\$ (0.11)	\$ (0.09)	\$ (0.38)	\$ (0.25)	\$ (0.22)
Stock-based compensation	0.10	0.16	0.17	0.20	0.23	0.32	0.36
Amortization of acquired intangible assets	—	—	—	—	0.01	0.01	0.01
Acquisition-related expenses	—	—	0.01	0.01	0.02	—	—
Amortization of debt issuance costs and discount	—	—	—	—	—	—	—
Legal reserve and settlement charges or benefits	—	—	—	—	—	0.01	—
Gains and other income from 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	0.02	0.02
Non-GAAP diluted net income (loss) per share attributable to CrowdStrike common stockholders	\$ 0.02	\$ 0.03	\$ 0.08	\$ 0.13	\$ 0.10	\$ 0.11	\$ 0.17
Weighted-average shares used in diluted net income (loss) per share attributable to CrowdStrike common stockholders calculation:							
GAAP	213,129	216,695	219,401	221,700	224,153	226,362	228,293
Non-GAAP	229,796	233,169	234,626	236,683	237,363	238,043	238,563

(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, including purchased patents, acquisition related expenses, amortization of debt issuance costs and discount, gains and other income from strategic investments attributable to CrowdStrike and legal reserve and settlement charges or benefits 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	<u>\$ 33,818</u>	<u>\$ 53,858</u>	<u>\$ 86,017</u>	<u>\$ 133,592</u>	<u>\$ 210,778</u>
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	<u>\$ 13,664</u>	<u>\$ 53,087</u>	<u>\$ 151,209</u>	<u>\$ 328,398</u>	<u>\$ 632,220</u>
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	<u>\$ 5,263</u>	<u>\$ 11,807</u>	<u>\$ 12,598</u>	<u>\$ 18,423</u>	<u>\$ 31,440</u>
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	<u>\$ 53,110</u>	<u>\$ 102,870</u>	<u>\$ 167,364</u>	<u>\$ 242,553</u>	<u>\$ 350,397</u>
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	<u>\$ 38,584</u>	<u>\$ 55,138</u>	<u>\$ 76,623</u>	<u>\$ 114,744</u>	<u>\$ 174,367</u>
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	<u>\$ 15,698</u>	<u>\$ 25,188</u>	<u>\$ 35,596</u>	<u>\$ 56,162</u>	<u>\$ 76,544</u>
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	<u>\$ (88,465)</u>	<u>\$ (118,302)</u>	<u>\$ (115,776)</u>	<u>\$ (65,638)</u>	<u>\$ 62,352</u>

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	Q2 FY22	Q3 FY22
Annual recurring revenue	\$ 686,125	\$ 790,583	\$ 907,391	\$ 1,050,051	\$ 1,193,889	\$ 1,344,451	\$ 1,514,453
Year-over-year growth	88%	87%	81%	75%	74%	70%	67%
Deferred revenue	\$ 635,973	\$ 689,840	\$ 762,674	\$ 911,895	\$ 1,021,991	\$ 1,164,357	\$ 1,288,196
Backlog	181,495	235,629	310,471	448,157	449,682	512,848	654,749
Remaining performance obligations	<u>\$ 817,468</u>	<u>\$ 925,469</u>	<u>\$ 1,073,145</u>	<u>\$ 1,360,052</u>	<u>\$ 1,471,673</u>	<u>\$ 1,677,205</u>	<u>\$ 1,942,945</u>
Subscription customer count	6,261	7,230	8,416	9,896	11,420	13,080	14,687
Year-over-year growth	105%	91%	85%	82%	82%	81%	75%
Free cash flow reconciliation							
GAAP net cash provided by operating activities	\$ 98,577	\$ 55,025	\$ 88,501	\$ 114,463	\$ 147,533	\$ 108,475	\$ 159,058
Less: Purchases of property and equipment	(9,694)	(20,640)	(9,911)	(12,554)	(25,796)	(29,997)	(29,627)
Less: Capitalized internal-use software and website development	(1,882)	(1,968)	(2,495)	(4,519)	(4,434)	(4,839)	(5,928)
Free cash flow	<u>\$ 87,001</u>	<u>\$ 32,417</u>	<u>\$ 76,095</u>	<u>\$ 97,390</u>	<u>\$ 117,303</u>	<u>\$ 73,639</u>	<u>\$ 123,503</u>
Geographic breakdown of total revenue:							
United States	73%	71%	72%	71%	73%	72%	73 %
International	27%	29%	28%	29%	27%	28%	27 %
Non-GAAP gross margin	75%	75%	76%	77%	77%	76%	76%
Non-GAAP subscription gross margin	78%	78%	78%	80%	79%	78%	79%
Non-GAAP operating expenses	\$ 133,046	\$ 140,877	\$ 157,040	\$ 170,345	\$ 202,869	\$ 222,414	\$ 238,976
Non-GAAP operating expenses as a percentage of revenue	75%	71%	68%	64%	67%	66%	63%
Non-GAAP operating margin	1%	4%	8%	13%	10%	10%	13%



The CrowdStrike logo, featuring a stylized white bird icon with its wings spread, positioned to the left of the word "CROWDSTRIKE".

CROWDSTRIKE

