Explanation of Non-GAAP Financial Measures

In addition to our results determined in accordance with U.S. generally accepted accounting principles ("GAAP"), we believe the following non-GAAP measures are useful in evaluating our operating performance. We use the following 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. 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.

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.

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, net, mark-to-market adjustments on deferred compensation liabilities, and legal reserve and settlement charges.

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 patent), acquisition-related expenses, net, amortization of debt issuance costs and discount, mark-to-market adjustments on deferred compensation liabilities, legal reserve and settlement charges, losses (gains) and other income from strategic investments, gains on deferred compensation assets, and the tax costs for intellectual property integration relating to acquisitions.

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 common stockholders divided by the weighted-average shares outstanding, which includes the dilutive effect of potentially dilutive common stock equivalents outstanding during the period.

Free Cash Flow

Free cash flow is a non-GAAP financial measure that we define as net cash provided by operating activities less purchases of property and equipment, capitalized internal-use software and website development, and purchases of deferred compensation investments. 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 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.

Explanation of Operational Measures

Annual Recurring Revenue

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.

Magic Number

Magic Number is calculated by performing the following calculation for the most recent four quarters and taking the average: annualizing the difference between a quarter's Subscription Revenue and the prior quarter's Subscription Revenue, and then dividing the resulting number by the previous quarter's Non-GAAP Sales & Marketing Expense. Magic Number = Average of previous four quarters: ((Quarter Subscription Revenue – Prior Quarter Subscription Revenue) x 4) / Prior Quarter Non-GAAP Sales & Marketing Expense.

Condensed Consolidated Statements of Operations

(in thousands, except per share data) (unaudited)

	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	Q1 FY24	FY23
Revenue						
Subscription	\$ 459,822	\$ 506,199	\$ 547,376	\$ 598,263	\$ 651,175	\$ 2,111,660
Professional services	28,012	28,954	33,506	39,104	41,405	129,576
Total revenue	487,834	535,153	580,882	637,367	692,580	2,241,236
Cost of revenue						
Subscription	107,942	120,087	134,229	149,426	142,100	511,684
Professional services	18,890	20,480	23,999	26,178	27,130	89,547
Total cost of revenue	126,832	140,567	158,228	175,604	169,230	601,231
Gross profit						
Subscription	351,880	386,112	413,147	448,837	509,075	1,599,976
Professional services	9,122	8,474	9,507	12,926	14,275	40,029
Total gross profit	361,002	394,586	422,654	461,763	523,350	1,640,005
Operating expenses						
Sales and marketing	193,532	224,766	239,672	246,439	281,107	904,409
Research and development	123,399	137,864	155,256	191,845	179,065	608,364
General and administrative	67,954	80,263	84,148	84,979	82,634	317,344
Total operating expenses	384,885	442,893	479,076	523,263	542,806	1,830,117
Loss from operations	(23,883)	(48,307)	(56,422)	(61,500)	(19,456)	(190,112)
Interest expense	(6,298)	(6,335)	(6,334)	(6,352)	(6,387)	(25,319)
Interest income	1,507	7,727	16,245	27,016	30,521	52,495
Other income (expense), net	1,705	3,380	750	(2,782)	230	3,053
Income (loss) before provision for income taxes	(26,969)	(43,535)	(45,761)	(43,618)	4,908	(159,883)
Provision for income taxes	3,440	4,778	8,870	5,314	4,409	22,402
Net income (loss)	(30,409)	(48,313)	(54,631)	(48,932)	499	(182,285)
Net income (loss) attributable to non-controlling interest	1,114	972	325	(1,451)	8	960
Net income (loss) attributable to CrowdStrike	\$ (31,523)	\$ (49,285)	\$ (54,956)	\$ (47,481)	\$ 491	\$ (183,245)
Net income (loss) per share attributable to CrowdStrike common stockholders:						
Basic	\$ (0.14)	\$ (0.21)	\$ (0.24)	\$ (0.20)	\$ 0.00	\$ (0.79)
Diluted	\$ (0.14)	\$ (0.21)	\$ (0.24)	\$ (0.20)	\$ 0.00	\$ (0.79)
Weighted-average shares used in computing net income (loss) per share attributable to CrowdStrike common stockholders						
Basic	231,179	232,554	233,785	235,027	236,414	233,139
Diluted	231,179	232,554	233,785	235,027	240,598	233,139

Condensed Consolidated Balance Sheets (in thousands) (unaudited)

Jarrent assch: S 2,152,736 S 2,318,858 S 2,466,551 S 2,455,769 S 2,829,677 Short-tern investments - - - - - 250,000 100,000 Accounts receivable, net of allowance for credit loses 369,130 418,799 448,5313 626,181 461,092 Deferred contract acquisition costs, current 135,681 148,125 162,200 186,855 113,100 Total current assets 2,733,058 2,975,980 3,203,613 3,640,267 3,708,770 Nategic investments 2,865 35,858 46,395 442,270 5,73,777 Noperty and equipment, net 316,309 383,012 440,004 442,235 26,0233 22,439,955 Deferred contract acquisition costs, noncurrent 197,261 20,241 21,863 28,002,33 32,315 Oxford in assets 2,1668 2,249 32,054 \$ 5,017,58 410,045 \$ 5,017,58 Interd isset i			Q1 FY23		Q2 FY23		Q3 FY23		Q4 FY23		Q1 FY24
S 2,152,736 S 2,318,858 S 2,466,551 S 2,455,360 S 2,829,077 Stort-erm investments — — — — 20,000 100,000 Accounts receivable, net of allowance for credit losses 360,130 418,799 485,313 266,181 461,002 Deferred contract acquisition costs, current 135,681 148,129 121,862 131,100 Total current assets 2,733,058 2,297,590 3,203,613 3,640,267 3,708,770 Strategic investments 28,665 35,555 46,395 44,720 57,877 Operty and equipment, net 316,509 383,012 240,030 442,233 523,221 Storterd contract caquistion costs, noncurrent 197,261 202,441 218,655 24,699,43 5,055,69 83,321 Storter downict acquistion costs, noncurrent 9,945 48,940 49,966 430,825 239,656 5,137,885 Storter downict acquistion costs, noncurrent 9,945 41,6228 41,60,423 13,626,61 14,900 </th <th>Assets</th> <th></th>	Assets										
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	Current assets:										
Accounts receivable, net of allowance for credit losses $369,130$ $418,799$ $485,313$ $626,181$ $461,092$ Deferred contrat acquisition costs, current $155,681$ $148,125$ $162,200$ $186,855$ $186,901$ Total current assets $2,733,088$ $2,975,980$ $3.203,613$ $3.640,267$ $3.708,707$ Trotagic investments $28,665$ $35,855$ $46,399$ $472,70$ $57,877$ Trotagic investments $28,665$ $35,855$ $46,399$ $472,70$ $57,877$ Trotagic investments $28,701$ $28,463$ $25,621$ $39,936$ $59,4535$ Deferred contrat coquisition costs, noncurrent $197,261$ $202,441$ $218,655$ $240,023$ $223,4397$ Dadok III $416,228$ $416,066$ $430,285$ $430,645$ $430,645$ $430,755$ Dadok III $89,840$ $89,800$ $86,889$ $883,215$ Data Sock Lodders' Equity $21,668$ $22,849$ $22,364$ $22,364$ $28,965$ $28,664$ Total assets $21,668$ $22,849$ $22,364$ $28,965$ $28,664$ $30,817$ $89,800$ $86,889$ $88,918$ $813,7884$ $91,944$ Accounts payable 5 $11,024$ 5 $53,817$ $89,289$ 5 $45,372$ 5 $16,900$ Accure disponent $16,4906$ $101,811$ $88,918$ $137,884$ $91,944$ Accure disponent $16,4906$ $102,877$ $122,452$ $16,519$ $16,525$ Deferred evenue $12,491,98$ 1	Cash and cash equivalents	\$	2,152,736	\$	2,318,858	\$	2,466,551	\$	2,455,369	\$	2,829,677
$\begin{array}{ c c c c c c c c c c c c c c c c c c c$	Short-term investments		_		_		_		250,000		100,000
$\begin{array}{c c c c c c c c c c c c c c c c c c c $	Accounts receivable, net of allowance for credit losses		369,130		418,799		485,313		626,181		461,092
$ \begin{array}{c c c c c c c c c c c c c c c c c c c $	Deferred contract acquisition costs, current		135,681		148,125		162,260		186,855		186,901
kirategic investments28,66535,58546,39547,27057,877roperty and equipment, net316,309383,012430,0304492,335522,721preating laces right-of-use assets28,70128,46325,62139,93650,455beferred contract acquisition costs, noncurrent197,261202,441218,635260,233228,4397joodwill416,228416,066430,285430,045430,255430,645430,255intagible assets, net93,94589,84089,50086,88983,21554,469,443\$55,26,540\$55,137,858Total assets21,66822,84925,36428,96528,86453,817\$8,9,289\$45,372\$16,900Accounts payable\$11,024\$55,817\$8,9,289\$45,372\$16,900Accrued expenses94,966101,1818,8,918137,88491,49416,21516,90016,21516,900Operating lease liabilities9,96710,31610,42313,04616,21516,900Operating lease liabilities, noncurrent14,97,1031,649,2501,817,0532,109,0722,080,664Operating lease liabilities, noncurrent22,917,899740,216740,633741,005741,377Total liabilities, noncurrent22,17721,34017,9442,325531,83329,977Total liabilities, noncurrent22,17921,83	Prepaid expenses and other current assets		75,511		90,198		89,489		121,862		131,100
hypertry and equipment, net $316,309$ $383,012$ $430,030$ $492,335$ $523,721$ hyperating lease right-of-use assets $28,701$ $28,403$ $25,621$ $39,935$ $50,459$ befered contrat equisition costs, noncurrent $197,261$ $202,441$ $218,635$ $260,0233$ $254,397$ hord in the sasets, net $39,945$ $89,840$ $89,500$ $86,889$ $83,215$ hord in the sasets $21,668$ $22,2849$ $25,564$ $28,966$ $28,864$ Total assets $53,817$ $54,469,443$ $55,026,540$ $55,137,885$ abilities and Stocholders' Equitysintifies $53,817$ $58,9289$ $54,537,23$ $51,690$ Accruate payroll and benefits $94,966$ $101,181$ $88,918$ $137,884$ $491,494$ Accruate payroll and benefits $116,406$ $102,687$ $122,558$ $168,767$ $151,099$ Operating lease liabilities $9,967$ $10,316$ $10,423$ $13,046$ $16,215$ Deferred revenue $1,249,103$ $1,649,250$ $1,817,053$ $2,109,072$ $2,080,064$ Other current liabilities $15,542$ $17,691$ $22,642$ $165,19$ $166,52$ Total current liabilities, noncurrent $22,197$ $21,18,399$ $33,131,811$ $53,531,005$ $53,539,1005$ Deferred revenue, noncurrent $22,197$ $21,18,399$ $33,131,811$ $53,539,1005$ $53,539,1005$ Deferred revenue, noncurrent $22,197$ $21,640$ $17,984$ $22,752,716$ $22,752,716$ $22,76$	Total current assets		2,733,058		2,975,980		3,203,613		3,640,267		3,708,770
$\begin{array}{l c c c c c c c c c c c c c c c c c c c$	Strategic investments		28,665		35,585		46,395		47,270		57,877
$\begin{array}{l c c c c c c c c c c c c c c c c c c c$	Property and equipment, net		316,309		383,012		430,030		492,335		523,721
ioodwill $416,228$ $416,066$ $430,285$ $430,645$ $430,755$ transpite assets, net $93,945$ $89,840$ $89,000$ $86,889$ $82,2164$ Total assets \underline{S} $3,835,835$ \underline{S} $4,154,236$ \underline{S} $4,69,443$ \underline{S} $5,026,540$ \underline{S} $5,137,858$ ther long-term tabilities \underline{S} $3,835,835$ \underline{S} $4,154,236$ \underline{S} $4,469,443$ \underline{S} $5,026,540$ \underline{S} $5,137,858$ Accound spayable \underline{S} $11,024$ \underline{S} $53,817$ \underline{S} $89,289$ \underline{S} $45,372$ \underline{S} $16,900$ Accrued expenses94,966101,181 $88,918$ $137,884$ 91,494Accrued payoll and benefits116,406 $102,687$ $122,558$ $1.68,767$ $15,1099$ Operating lease liabilities9,96710,316 $10,423$ $13,046$ $16,215$ Deferred revenue $1,249,198$ $1,363,558$ $1.483,223$ $1,727,484$ $1,788,34$ Other current liabilities $1,497,103$ $1,649,250$ $1,817,053$ $2,109,072$ $2,080,064$ Deferred revenue $1,249,198$ $1,649,250$ $1,817,053$ $2,109,072$ $2,080,064$ Order current liabilities, noncurrent $2,197$ $2,1340$ $17,984$ $29,567$ $36,774$ Deferred revenue, noncurrent $2,197$ $2,1340$ $17,984$ $29,567$ $36,774$ Deferred revenue, noncurrent $2,2197$ $2,1340$ $17,984$ $29,567$ $35,794$ <	Operating lease right-of-use assets		28,701		28,463		25,621		39,936		50,459
$\begin{array}{l c c c c c c c c c c c c c c c c c c c$	Deferred contract acquisition costs, noncurrent		197,261		202,441		218,635		260,233		254,397
$\begin{array}{ c c c c c c c c c c c c c c c c c c c$	Goodwill		416,228		416,066		430,285		430,645		430,755
$ \begin{array}{c c c c c c c c c c c c c c c c c c c $	Intangible assets, net		93,945		89,840		89,500		86,889		83,215
Liabilities and Stockholders' Equity Durrent liabilities:S $11,024$ S $53,817$ S $89,289$ S $45,372$ S $16,900$ Accrued paynoleS $11,024$ S $53,817$ S $89,289$ S $45,372$ S $16,900$ Accrued paynole $94,966$ $101,181$ $88,918$ $137,884$ $91,494$ Accrued payroll and benefits $116,406$ $102,687$ $122,558$ $168,767$ $151,099$ Operating lease liabilities $9,967$ $10,316$ $10,423$ $13,046$ $16,215$ Deferred revenue $1,249,198$ $1,363,558$ $1,483,223$ $1,727,484$ $1,788,304$ Other current liabilities $1,497,103$ $1,649,250$ $1,817,053$ $2,109,072$ $2,080,064$ Order current liabilities $1,497,103$ $1,649,250$ $1,817,053$ $2,109,072$ $2,080,064$ Order current liabilities $1,497,103$ $1,649,250$ $1,817,053$ $2,109,072$ $2,080,064$ Order drevenue, noncurrent $22,197$ $21,340$ $17,984$ $29,567$ $36,774$ Orter liabilities, noncurrent $22,197$ $21,340$ $17,984$ $29,567$ $36,774$ Other liabilitiesS $2,118,338$ $S,29,10,889$ S $3,131,811$ S $3,539,106$ SCommon stockS 116 S 116 S 117 S 118 S 1188 Additional paid-in capital $2,103,054$ $2,276,704$ $2,424,038$ $2,612,705$ $2,752,716$ <td>Other long-term assets</td> <td></td> <td>21,668</td> <td></td> <td>22,849</td> <td></td> <td>25,364</td> <td></td> <td>28,965</td> <td></td> <td>28,664</td>	Other long-term assets		21,668		22,849		25,364		28,965		28,664
Current liabilities: S 11,024 S 53,817 S 89,289 S 45,372 S 16,900 Accrued expenses 94,966 101,181 88,918 137,884 91,494 Accrued exponses 94,966 101,181 88,918 137,884 91,494 Accrued exponses 99,667 10,316 10,423 13,046 16,215 Deferred revenue 1,249,198 1,363,558 1,483,223 1,727,484 1,788,34 Other current liabilities 1,5542 17,691 22,642 16,519 16,652 Total current liabilities 1,497,103 1,649,250 1,817,053 2,109,072 2,080,064 ong-term debt 739,889 740,261 740,633 741,005 741,377 Deferred revenue, noncurrent 443,399 480,594 532,316 627,629 615,487 Other liabilities, noncurrent 16,250 19,444 23,825 31,833 29,797 Total liabilities, noncurrent 2,103,054 2,216,704 2,424,038<	Total assets	\$	3,835,835	\$	4,154,236	\$	4,469,443	\$	5,026,540	\$	5,137,858
Accounts payable\$ $11,024$ \$ $53,817$ \$ $89,289$ \$ $45,372$ \$ $16,900$ Accrued expenses94,966101,181 $88,918$ 137,88491,494Accrued payroll and benefits116,406102,687122,558168,767151,099Operating lease liabilities9,96710,31610,42313,046162,615Deferred revenue1,249,1981,363,5581,483,2231,727,4841,788,304Other current liabilities15,54217,69122,64216,51916,052Total current liabilities, noncurrent739,889740,261740,633741,005741,377Deferred revenue, noncurrent22,19721,34017,98429,56736,774Other liabilities, noncurrent22,19721,34017,98429,56736,774Other liabilities, noncurrent16,25019,44423,82531,83329,797Total liabilities\$116\$117\$118\$Other liabilities, noncurrent2,103,0542,276,7042,424,0382,612,7052,752,716Common stock\$116\$117\$118\$118Additional paid-in capital2,030,542,276,7042,424,0382,612,7052,752,716Accumulated deficit(996,441)(1,045,726)(1,100,682)(1,148,163)(1,147,672Accumulated other comprehensive income (loss)(4,188)(5,675)(9,184)(1,009)139	Liabilities and Stockholders' Equity										
Accrued expenses94,966101,18188,918137,88491,494Accrued payroll and benefits116,406102,687122,558168,767151,099Operating lease liabilities9,96710,31610,42313,046162,15Deferred revenue1,249,1981,363,5581,483,2231,727,4841,788,304Other current liabilities15,54217,69122,64216,6125Total current liabilities1,497,1031,649,2501,817,0532,109,0722,080,064.ong-tern debt739,889740,261740,633741,005741,377Deferred revenue, noncurrent443,399480,594532,316627,629615,487Operating lease liabilities, noncurrent22,19721,34017,98429,56736,774Deferred revenue, noncurrent16,25019,44423,82531,83329,797Total liabilities\$ 2,718,838\$ 2,910,889\$ 3,131,811\$ 3,539,106\$ 3,503,499Stockholders' Equity1,625019,44423,82531,8332,612,7052,752,716Accumulated deficit(996,441)(1,045,726)(1,100,682)(1,148,163)(1,147,672)Accumulated deficit(996,441)(1,045,726)(1,106,682)(1,148,163)(1,147,673)Accumulated other comprehensive income (loss)(4,188)(5,675)(9,184)(1,019)139Total liabilities, lockholders' equity1,102,5411,225,4191,314,2891,463,6411,605,301<	Current liabilities:										
Accrued payroll and benefits $116,406$ $102,687$ $122,558$ $168,767$ $151,099$ Operating lease liabilities $9,967$ $10,316$ $10,423$ $13,046$ $16,215$ Deferred revenue $1,249,198$ $1,363,558$ $1,483,223$ $1,727,484$ $1,788,304$ Other current liabilities $15,542$ $17,691$ $22,642$ $16,519$ $16,052$ Order current liabilities $1,497,103$ $1,649,250$ $1,817,053$ $2,109,072$ $2,080,064$ Order current liabilities $1,497,103$ $1,649,250$ $1,817,053$ $2,109,072$ $2,080,064$ Order current liabilities, noncurrent $22,197$ $21,340$ $17,984$ $29,567$ $36,774$ Other liabilities, noncurrent $22,197$ $21,340$ $17,984$ $29,567$ $36,774$ Other liabilities, noncurrent 5 $2,718,838$ $$2,910,899$ $$3,13181$ $$3,539,106$ $$3,503,499$ Stockholders' Equity $$2,718,838$ $$2,297,704$ $2,424,038$ $2,612,705$ $2,752,716$ Common stock $$116$ $$116$ $$117$ $$118$ $$118$ $$118$ Additional paid-in capital $2,03,054$ $2,276,704$ $2,424,038$ $2,612,705$ $2,752,716$ Accumulated deficit $(996,441)$ $(1,045,726)$ $(1,106,82)$ $(1,148,163)$ $(1,147,673)$ Accumulated duber comprehensive income (loss) $(4,188)$ $(5,675)$ $(9,184)$ $(1,019)$ 139 Non-controlling interest $1,102,541$ $1,225,419$ $1,314,289$ <td>Accounts payable</td> <td>\$</td> <td>11,024</td> <td>\$</td> <td>53,817</td> <td>\$</td> <td>89,289</td> <td>\$</td> <td>45,372</td> <td>\$</td> <td>16,900</td>	Accounts payable	\$	11,024	\$	53,817	\$	89,289	\$	45,372	\$	16,900
Operating lease liabilities9,96710,31610,42313,04616,215Deferred revenue1,249,1981,363,5581,483,2231,727,4841,788,304Other current liabilities15,54217,69122,64216,51916,052Total current liabilities1,497,1031,649,2501,817,0532,109,0722,080,064.ong-term debt739,889740,261740,633741,005741,377Deferred revenue, noncurrent443,399480,594532,316627,629615,487Operating lease liabilities, noncurrent22,19721,34017,98429,56736,774Other liabilities\$2,718,838\$2,910,889\$3,131,811\$3,539,106\$3,503,499totckholders' Equity\$116\$117\$118\$118\$118Additional paid-in capital2,103,0542,276,7042,424,0382,612,7052,752,716Accumulated other comprehensive income (loss)(4,188)(5,675)(9,184)(1,148,163)(1,147,672Non-controlling interest14,45617,92823,34323,79329,058Total stockholders' equity1,116,9971,243,3471,337,6321,487,4341,634,359	Accrued expenses		94,966		101,181		88,918		137,884		91,494
Deferred revenue $1,249,198$ $1,363,558$ $1,483,223$ $1,727,484$ $1,788,304$ Other current liabilities $15,542$ $17,691$ $22,642$ $16,519$ $16,052$ Total current liabilities $1,497,103$ $1,649,250$ $1,817,053$ $2,109,072$ $2,080,064$.ong-term debt $739,889$ $740,261$ $740,633$ $741,005$ $741,377$ Deferred revenue, noncurrent $443,399$ $480,594$ $532,316$ $627,629$ $615,487$ Operating lease liabilities, noncurrent $16,250$ $19,444$ $23,825$ $31,833$ $29,797$ Total liabilities $$2,718,838$ $$2,910,889$ $$3,131,811$ $$3,539,106$ $$3,503,499$ tockholders' Equity $$2,103,054$ $2,276,704$ $2,424,038$ $2,612,705$ $2,752,716$ Common stock $$116$ $$116$ $$117$ $$118$ $$118$ $$118$ Additional paid-in capital $(996,441)$ $(1,045,726)$ $(1,100,682)$ $(1,148,163)$ $(1,147,672)$ Accumulated other comprehensive income (loss) $(4,188)$ $(5,675)$ $(9,184)$ $(1,019)$ 139 Total CrowdStrike Holdings, Inc. stockholders' equity $1,102,541$ $1,225,419$ $1,342,323$ $1,487,434$ $1,634,359$ Non-controlling interest $14,456$ $17,928$ $23,343$ $23,793$ $29,058$ Total stockholders' equity $1,116,997$ $1,243,347$ $1,337,632$ $1,487,434$ $1,634,359$	Accrued payroll and benefits		116,406		102,687		122,558		168,767		151,099
Other current liabilities $15,542$ $17,691$ $22,642$ $16,519$ $16,052$ Total current liabilities $1,497,103$ $1,649,250$ $1,817,053$ $2,109,072$ $2,080,064$ Long-term debt $739,889$ $740,261$ $740,633$ $741,005$ $741,377$ Deferred revenue, noncurrent $443,399$ $480,594$ $532,316$ $627,629$ $615,487$ Operating lease liabilities, noncurrent $22,197$ $21,340$ $17,984$ $29,567$ $36,774$ Other liabilities, noncurrent $16,250$ $19,444$ $23,825$ $31,833$ $29,797$ Total liabilities $\$$ $2,718,838$ $\$$ $2,910,889$ $\$$ $3,131,811$ $\$$ $3,539,106$ $\$$ Common stock $\$$ 116 $\$$ 116 $\$$ 117 $\$$ 118 $\$$ 118 Additional paid-in capital $2,103,054$ $2,276,704$ $2,424,038$ $2,612,705$ $2,752,716$ Accumulated other comprehensive income (loss) $(4,188)$ $(5,675)$ $(9,184)$ $(1,019)$ 139 Total CrowdStrike Holdings, Inc. stockholders' equity $1,102,541$ $1,225,419$ $1,314,289$ $1,463,641$ $1,605,301$ Non-controlling interest $14,456$ $17,928$ $23,343$ $23,793$ $29,058$ Total stockholders' equity $1,116,997$ $1,243,347$ $1,337,632$ $1,487,434$ $1,634,359$	Operating lease liabilities		9,967		10,316		10,423		13,046		16,215
Total current liabilities $1,497,103$ $1,649,250$ $1,817,053$ $2,109,072$ $2,080,064$ Cong-term debt739,889740,261740,633741,005741,377Deferred revenue, noncurrent443,399480,594532,316 $627,629$ $615,487$ Deperating lease liabilities, noncurrent22,19721,340 $17,984$ 29,567 $36,774$ Deter liabilities, noncurrent16,25019,44423,825 $31,833$ 29,797Total liabilities\$2,718,838\$2,910,889\$ $3,131,811$ \$ $3,539,106$ \$ $3,503,499$ Stockholders' Equity\$116\$117\$118\$118Additional paid-in capital2,103,0542,276,7042,424,0382,612,7052,752,716Accumulated deficit(996,441)(1,045,726)(1,100,682)(1,148,163)(1,147,672)Accumulated other comprehensive income (loss)(4,188)(5,675)(9,184)(1,019)139Total CrowdStrike Holdings, Inc. stockholders' equity1,102,5411,225,4191,314,2891,463,6411,605,301Non-controlling interest14,45617,92823,34323,79329,058Total stockholders' equity1,116,9971,243,3471,337,6321,487,4341,634,359	Deferred revenue		1,249,198		1,363,558		1,483,223		1,727,484		1,788,304
Long-term debt $739,889$ $740,261$ $740,633$ $741,005$ $741,377$ Deferred revenue, noncurrent $443,399$ $480,594$ $532,316$ $627,629$ $615,487$ Deperating lease liabilities, noncurrent $22,197$ $21,340$ $17,984$ $29,567$ $36,774$ Deter liabilities, noncurrent $16,250$ $19,444$ $23,825$ $31,833$ $29,797$ Total liabilities $\$$ $2,718,838$ $\$$ $2,910,889$ $\$$ $3,131,811$ $\$$ $3,539,106$ $\$$ $3,503,499$ Stockholders' Equity $\$$ $$116$ $\$$ $$116$ $\$$ $$117$ $\$$ 118 $\$$ $$118$ Additional paid-in capital $2,103,054$ $2,276,704$ $2,424,038$ $2,612,705$ $2,752,716$ Accumulated deficit $(996,441)$ $(1,045,726)$ $(1,100,682)$ $(1,148,163)$ $(1,147,672)$ Accumulated other comprehensive income (loss) $(4,188)$ $(5,675)$ $(9,184)$ $(1,019)$ 139 Total CrowdStrike Holdings, Inc. stockholders' equity $1,102,541$ $1,225,419$ $1,314,289$ $1,463,641$ $1,605,301$ Non-controlling interest $14,456$ $17,928$ $23,343$ $23,793$ $29,058$ Total stockholders' equity $1,116,997$ $1,243,347$ $1,337,632$ $1,487,434$ $1,634,359$	Other current liabilities		15,542		17,691		22,642		16,519		16,052
Deferred revenue, noncurrent $443,399$ $480,594$ $532,316$ $627,629$ $615,487$ Operating lease liabilities, noncurrent $22,197$ $21,340$ $17,984$ $29,567$ $36,774$ Other liabilities, noncurrent $16,250$ $19,444$ $23,825$ $31,833$ $29,797$ Total liabilities $\$$ $2,718,838$ $\$$ $2,910,889$ $\$$ $3,131,811$ $\$$ $3,539,106$ $\$$ $3,503,499$ tockholders' Equity $\$$ 116 $\$$ 117 $\$$ 118 $\$$ 118 $\$$ 118 $\$$ 118 $\$$ 118 $\$$ 118 $\$$ 118 $$118$ $$1116$ $$117$	Total current liabilities		1,497,103		1,649,250		1,817,053		2,109,072		2,080,064
Operating lease liabilities, noncurrent $22,197$ $21,340$ $17,984$ $29,567$ $36,774$ Other liabilities, noncurrent $16,250$ $19,444$ $23,825$ $31,833$ $29,797$ Total liabilities\$ $2,718,838$ \$ $2,910,889$ \$ $3,131,811$ \$ $3,539,106$ \$ $3,503,499$ tockholders' Equity\$ $2,103,054$ $2,276,704$ $2,424,038$ $2,612,705$ $2,752,716$ Common stock\$116\$117\$118\$118Additional paid-in capital $2,103,054$ $2,276,704$ $2,424,038$ $2,612,705$ $2,752,716$ Accumulated deficit(996,441) $(1,045,726)$ $(1,100,682)$ $(1,148,163)$ $(1,147,672)$ Accumulated other comprehensive income (loss) $(4,188)$ $(5,675)$ $(9,184)$ $(1,019)$ 139Total CrowdStrike Holdings, Inc. stockholders' equity $1,102,541$ $1,225,419$ $1,314,289$ $1,463,641$ $1,605,301$ Non-controlling interest $14,456$ $17,928$ $23,343$ $23,793$ $29,058$ Total stockholders' equity $1,116,997$ $1,243,347$ $1,337,632$ $1,487,434$ $1,634,359$	Long-term debt		739,889		740,261		740,633		741,005		741,377
Dther liabilities, noncurrent $16,250$ $19,444$ $23,825$ $31,833$ $29,797$ Total liabilities\$ $2,718,838$ \$ $2,910,889$ \$ $3,131,811$ \$ $3,539,106$ \$ $3,503,499$ Stockholders' Equity\$ 116 \$ 116 \$ 117 \$ 118 \$ 118 Additional paid-in capital $2,103,054$ $2,276,704$ $2,424,038$ $2,612,705$ $2,752,716$ Accumulated deficit(996,441) $(1,045,726)$ $(1,100,682)$ $(1,148,163)$ $(1,147,672)$ Accumulated other comprehensive income (loss) $(4,188)$ $(5,675)$ $(9,184)$ $(1,019)$ 139 Total CrowdStrike Holdings, Inc. stockholders' equity $1,102,541$ $1,225,419$ $1,314,289$ $1,463,641$ $1,605,301$ Non-controlling interest $14,456$ $17,928$ $23,343$ $23,793$ $29,058$ Total stockholders' equity $1,116,997$ $1,243,347$ $1,337,632$ $1,487,434$ $1,634,359$	Deferred revenue, noncurrent		443,399		480,594		532,316		627,629		615,487
Total liabilities \$ 2,718,838 \$ 2,910,889 \$ 3,131,811 \$ 3,539,106 \$ 3,503,499 Stockholders' Equity \$ 116 \$ 116 \$ 117 \$ 118 \$ 118 Common stock \$ 116 \$ 116 \$ 117 \$ 118 \$ 118 Additional paid-in capital 2,03,054 2,276,704 2,424,038 2,612,705 2,752,716 Accumulated deficit (1996,441) (1,045,726) (1,100,682) (1,148,163) (1,147,672) Accumulated other comprehensive income (loss) (4,188) (5,675) (9,184) (1,019) 139 Total CrowdStrike Holdings, Inc. stockholders' equity 1,102,541 1,225,419 1,314,289 1,463,641 1,605,301 Non-controlling interest 14,456 17,928 23,343 23,793 29,058 Total stockholders' equity 1,116,997 1,243,347 1,337,632 1,487,434 1,634,359	Operating lease liabilities, noncurrent		22,197		21,340		17,984		29,567		36,774
Stockholders' Equity \$ 116 \$ 117 \$ 118 \$ 118 Additional paid-in capital 2,103,054 2,276,704 2,424,038 2,612,705 2,752,716 Accumulated deficit (996,441) (1,045,726) (1,100,682) (1,148,163) (1,147,672) Accumulated other comprehensive income (loss) (4,188) (5,675) (9,184) (1,019) 139 Total CrowdStrike Holdings, Inc. stockholders' equity 1,102,541 1,225,419 1,314,289 1,463,641 1,605,301 Non-controlling interest 14,456 17,928 23,343 23,793 29,058 Total stockholders' equity 1,116,997 1,243,347 1,337,632 1,487,434 1,634,359	Other liabilities, noncurrent		16,250		19,444		23,825		31,833		29,797
Common stock \$ 116 \$ 117 \$ 118 \$ 118 Additional paid-in capital 2,103,054 2,276,704 2,424,038 2,612,705 2,752,716 Accumulated deficit (996,441) (1,045,726) (1,100,682) (1,148,163) (1,147,672) Accumulated other comprehensive income (loss) (4,188) (5,675) (9,184) (1,019) 139 Total CrowdStrike Holdings, Inc. stockholders' equity 1,102,541 1,225,419 1,314,289 1,463,641 1,605,301 Non-controlling interest 14,456 17,928 23,343 23,793 29,058 Total stockholders' equity 1,116,997 1,243,347 1,337,632 1,487,434 1,634,359	Total liabilities	\$	2,718,838	\$	2,910,889	\$	3,131,811	\$	3,539,106	\$	3,503,499
Additional paid-in capital2,103,0542,276,7042,424,0382,612,7052,752,716Accumulated deficit(996,441)(1,045,726)(1,100,682)(1,148,163)(1,147,672Accumulated other comprehensive income (loss)(4,188)(5,675)(9,184)(1,019)139Total CrowdStrike Holdings, Inc. stockholders' equity1,102,5411,225,4191,314,2891,463,6411,605,301Non-controlling interest14,45617,92823,34323,79329,058Total stockholders' equity1,116,9971,243,3471,337,6321,487,4341,634,359	Stockholders' Equity										
Accumulated deficit(996,441)(1,045,726)(1,100,682)(1,148,163)(1,147,672)Accumulated other comprehensive income (loss)(4,188)(5,675)(9,184)(1,019)139Total CrowdStrike Holdings, Inc. stockholders' equity1,102,5411,225,4191,314,2891,463,6411,605,301Non-controlling interest14,45617,92823,34323,79329,058Total stockholders' equity1,116,9971,243,3471,337,6321,487,4341,634,359	Common stock	\$	116	\$	116	\$	117	\$	118	\$	118
Accumulated other comprehensive income (loss)(4,188)(5,675)(9,184)(1,019)139Total CrowdStrike Holdings, Inc. stockholders' equity1,102,5411,225,4191,314,2891,463,6411,605,301Non-controlling interest14,45617,92823,34323,79329,058Total stockholders' equity1,116,9971,243,3471,337,6321,487,4341,634,359	Additional paid-in capital		2,103,054		2,276,704		2,424,038		2,612,705		2,752,716
Total CrowdStrike Holdings, Inc. stockholders' equity1,102,5411,225,4191,314,2891,463,6411,605,301Non-controlling interest14,45617,92823,34323,79329,058Total stockholders' equity1,116,9971,243,3471,337,6321,487,4341,634,359	Accumulated deficit		(996,441)		(1,045,726)		(1,100,682)		(1,148,163)		(1,147,672)
Non-controlling interest14,45617,92823,34323,79329,058Total stockholders' equity1,116,9971,243,3471,337,6321,487,4341,634,359	Accumulated other comprehensive income (loss)		(4,188)		(5,675)		(9,184)		(1,019)		139
Non-controlling interest14,45617,92823,34323,79329,058Total stockholders' equity1,116,9971,243,3471,337,6321,487,4341,634,359	Total CrowdStrike Holdings, Inc. stockholders' equity		1,102,541		1,225,419		1,314,289		1,463,641		1,605,301
Total stockholders' equity 1,116,997 1,243,347 1,337,632 1,487,434 1,634,359											29,058
	•		,	·	,						1,634,359
		\$		\$, ,	\$		\$		\$, ,
		¥	2,000,000		.,101,200	Ψ	.,107,115	¥	2,020,010	÷	2,137,000

CROWDSTRIKE HOLDINGS, INC. Condensed Consolidated Statements of Cash Flows (in thousands)

(unaudited)

	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	Q1 FY24	FY23
Operating activities						
Net income (loss)	\$ (30,409) \$	(48,313) \$	(54,631) \$	(48,932) \$	499	\$ (182,285)
Adjustments to reconcile net income (loss) to net cash provided by operating activities:						
Depreciation and amortization	16,341	17,805	19,476	23,623	26,409	77,245
Amortization of intangible assets	4,088	4,104	4,146	4,227	4,174	16,565
Amortization of deferred contract acquisition costs	37,592	39,962	43,996	49,258	55,322	170,808
Non-cash operating lease cost	2,237	2,287	2,294	2,622	3,092	9,440
Stock-based compensation expense	102,494	131,550	140,113	152,347	130,856	526,504
Deferred income taxes Non-cash interest expense	1,752 669	(148) 697	682 711	(980) 736	(255) 754	1,306 2,813
Change in fair value of strategic investments	(2,208)	(1,920)	(629)	2,927	/34	(1,830)
Changes in operating assets and liabilities, net of impact of acquisitions	(2,208)	(1,920)	(029)	2,921	_	(1,650)
Accounts receivable, net	(1,058)	(49,670)	(66,512)	(140,869)	165,089	(258,109)
Deferred contract acquisition costs	(51,354)	(57,586)	(74,325)	(115,451)	(49,532)	(298,716)
					(49,532)	
Prepaid expenses and other assets	4,243	(15,181)	(3,183)	(32,686)		(46,807)
Accounts payable	(36,431)	37,225	24,213	(40,470)	(18,596)	(15,463)
Accrued expenses and other liabilities	(7,300)	13,023	16,097	37,103	(36,576)	58,923
Accrued payroll and benefits	13,235	(12,990)	21,390	43,591	(17,281)	65,226
Operating lease liabilities	(2,210)	(2,494)	(2,333)	(3,327)	(3,199)	(10,364)
Deferred revenue	163,276	151,555	171,346	339,574	48,678	825,751
Net cash provided by operating activities	214,957	209,906	242,851	273,293	300,892	941,007
Investing activities						
Purchases of property and equipment	(52,211)	(66,128)	(61,270)	(55,410)	(62,264)	(235,019)
Capitalized internal-use software and website development	(5,214)	(8,021)	(7,504)	(8,356)	(10,902)	(29,095)
Purchase of strategic investments	(2,825)	(5,000)	(10,181)	(3,802)	(10,513)	(21,808)
Business acquisitions, net of cash acquired	—	—	(18,464)	115	—	(18,349)
Purchase of intangible assets	(700)	—	—	(1,623)	—	(2,323)
Purchases of investments	—	—	—	(250,000)	—	(250,000)
Proceeds from sales of investments	—	—	—	—	150,000	—
Purchases of deferred compensation investments	_	_	_	(64)	(290)	(64)
Net cash provided by (used in) investing activities	(60,950)	(79,149)	(97,419)	(319,140)	66,031	(556,658)
Financing activities						
Repayment of loan payable	—	_	(1,591)	_	—	(1,591)
Proceeds from issuance of common stock upon exercise of stock options	3,106	1,813	1,477	2,259	2,651	8,655
Proceeds from issuance of common stock under the employee stock purchase plan	—	34,445	_	24,974	_	59,419
Capital contributions from non-controlling interest holders	1,462	2,501	5,090	1,901	5,257	10,954
Net cash provided by financing activities	4,568	38,759	4,976	29,134	7,908	77,437
Effect of foreign exchange rates on cash, cash equivalents and restricted cash Cash, Cash Equivalents & Restricted Cash	(2,472)	(1,858)	(2,744)	5,579	(190)	(1,495)
· •	1,996,633	2,152,736	2,320,394	2,468,058	2,456,924	1,996,633
Cash, cash equivalents and restricted cash, beginning of period						
Net increase (decrease) in cash, cash equivalents and restricted cash	156,103	167,658	147,664	(11,134)	374,641	460,291
Cash, cash equivalents and restricted cash, end of period	\$ 2,152,736 \$	2,320,394 \$	2,468,058 \$	2,456,924 \$	2,831,565	\$ 2,456,924

Statements of Operations: GAAP to Non-GAAP Reconciliations

(in thousands, except per share data) (unaudited)

	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	Q1 FY24	FY23
GAAP subscription gross profit	\$ 351,880	\$ 386,112	\$ 413,147	\$ 448,837	\$ 509,075	\$ 1,599,976
Stock based compensation expense	6,578	7,271	8,108	10,134	8,966	32,091
Amortization of acquired intangible assets	3,425	3,427	3,484	3,571	3,580	13,907
Non-GAAP subscription gross profit	\$ 361,883	\$ 396,810	\$ 424,739	\$ 462,542	\$ 521,621	\$ 1,645,974
GAAP professional services gross profit	\$ 9,122	8,474	\$ 9,507	\$ 12,926	\$ 14,275	\$ 40,029
Stock based compensation expense	 3,001	 3,502	 4,093	 5,096	 4,630	 15,692
Non-GAAP professional services gross profit	\$ 12,123	\$ 11,976	\$ 13,600	\$ 18,022	\$ 18,905	\$ 55,721
GAAP sales and marketing operating expenses	\$ 193,532	\$ 224,766	\$ 239,672	\$ 246,439	\$ 281,107	\$ 904,409
Stock based compensation expense	(26,710)	(40,567)	(41,895)	(42,747)	(35,739)	(151,919)
Amortization of acquired intangible assets	(649)	(648)	(641)	(619)	(531)	(2,557)
Mark-to-market adjustments on deferred compensation liabilities				_	(3)	
Non-GAAP sales and marketing operating expenses	\$ 166,173	\$ 183,551	\$ 197,136	\$ 203,073	\$ 244,834	\$ 749,933
GAAP research and development operating expenses	\$ 123,399	\$ 137,864	\$ 155,256	\$ 191,845	\$ 179,065	\$ 608,364
Stock based compensation expense	(34,036)	(40,043)	(46,268)	(54,364)	(44,381)	(174,711)
Acquisition-related expenses	_	—	_	—	(371)	_
Mark-to-market adjustments on deferred compensation liabilities	_	—	_	—	(1)	_
Non-GAAP research and development operating expenses	\$ 89,363	\$ 97,821	\$ 108,988	\$ 137,481	\$ 134,312	\$ 433,653
GAAP general and administrative operating expenses	\$ 67,954	\$ 80,263	\$ 84,148	\$ 84,979	\$ 82,634	\$ 317,344
Stock based compensation expense	(32,169)	(40,167)	(39,749)	(40,006)	(37,140)	(152,091)
Acquisition-related credits (expenses)	(301)	_	(1,886)	(477)	70	(2,664)
Amortization of acquired intangible assets	(14)	(29)	(22)	(36)	(63)	(101)
Mark-to-market adjustments on deferred compensation liabilities	_	—	_	(1)	_	(1)
Non-GAAP general and administrative operating expenses	\$ 35,470	\$ 40,067	\$ 42,491	\$ 44,459	\$ 45,501	\$ 162,487
GAAP loss from operations	\$ (23,883)	\$ (48,307)	\$ (56,422)	\$ (61,500)	\$ (19,456)	\$ (190,112)
Stock based compensation expense	102,494	131,550	140,113	152,347	130,856	526,504
Amortization of acquired intangible assets	4,088	4,104	4,147	4,226	4,174	16,565
Acquisition-related expenses, net	301	_	1,886	477	301	2,664
Mark-to-market adjustments on deferred compensation liabilities	_	_	_	1	4	1
Non-GAAP income from operations	\$ 83,000	\$ 87,347	\$ 89,724	\$ 95,551	\$ 115,879	\$ 355,622

CROWDSTRIKE HOLDINGS, INC. Statements of Operations: GAAP to Non-GAAP Reconciliations (continued) (in thousands, except per share data)

(unaudited)

	Q1 FY23	 Q2 FY23		Q3 FY23	 Q4 FY23		Q1 FY24	 FY23
GAAP net income (loss) attributable to CrowdStrike	\$ (31,523)	\$ (49,285)	\$	(54,956)	\$ (47,481)	\$	491	\$ (183,245)
Stock based compensation expense	102,494	131,550		140,113	152,347		130,856	526,504
Amortization of acquired intangible assets	4,088	4,104		4,147	4,226		4,174	16,565
Acquisition-related expenses, net	301	—		1,886	477		301	2,664
Amortization of debt issuance costs and discount	546	547		546	548		546	2,187
Mark-to-market adjustments on deferred compensation liabilities	—	—		—	1		4	1
Provision for income taxes ⁽¹⁾	_	_		4,658	—		—	4,658
Losses (gains) and other income from strategic investments attributable to CrowdStrike	(1,114)	(972)		(325)	1,451		(8)	(960)
Gains on deferred compensation assets	 	 _		_	 (1)		(4)	(1)
Non-GAAP net income attributable to CrowdStrike	\$ 74,792	\$ 85,944	\$	96,069	\$ 111,568	\$	136,360	\$ 368,373
Weighted-average shares used in computing basic net income (loss) per share attributable to CrowdStrike common stockholders (GAAP)	 231,179	 232,554		233,785	 235,027	_	236,414	233,139
GAAP basic net income (loss) per share attributable to CrowdStrike common stockholders	\$ (0.14)	\$ (0.21)	\$	(0.24)	\$ (0.20)	\$	0.00	\$ (0.79)
GAAP diluted net income (loss) per share attributable to CrowdStrike common stockholders	\$ (0.14)	\$ (0.21)	\$	(0.24)	\$ (0.20)	\$	0.00	\$ (0.79)
Stock-based compensation	0.43	0.55		0.59	0.64		0.54	2.20
Amortization of acquired intangible assets	0.02	0.02		0.02	0.02		0.02	0.07
Acquisition-related expenses, net		—		0.01	_		—	0.01
Amortization of debt issuance costs and discount	—	_		—	_		—	0.01
Mark-to-market adjustments on deferred compensation liabilities	_	—		—	_		—	_
Provision for income taxes ⁽¹⁾	—	—		0.02	—		—	0.02
Adjustment to fully diluted earnings per share ⁽²⁾	—	—		—			0.01	—
Losses (gains) and other income from strategic investments attributable to CrowdStrike	_	_		_	0.01		—	_
Gains on deferred compensation assets	 	 	_		 			
Non-GAAP diluted net income per share attributable to CrowdStrike common stockholders	\$ 0.31	\$ 0.36	\$	0.40	\$ 0.47	\$	0.57	\$ 1.52
Weighted-average shares used in diluted net income (loss) per share attributable to CrowdStrike common stockholders calculation:								
GAAP	231,179	232,554		233,785	235,027		240,598	233,139
Non-GAAP	238,654	238,727		239,502	239,501		240,598	239,098

(1) We use our GAAP provision for income taxes for the purpose of determining our non-GAAP income tax expense. The tax costs for intellectual property integration relating to acquisitions are included in the GAAP provision for income taxes. The income tax benefits related to stock-based compensation, amortization of acquired intangible assets (including purchased patents), acquisition related expenses, amortization of debt issuance costs and discount, losses (gains) and other income from strategic investments attributable to CrowdStrike, mark-to-market adjustments on deferred compensation liabilities, gains on deferred compensation assets, and legal reserve and settlement charges included in the GAAP provision for income taxes were not material for all periods presented.

(2) For periods in which we had diluted non-GAAP net income per share attributable to CrowdStrike common stockholders, the sum of the impact of individual reconciling items may not total to diluted Non-GAAP net income per share attributable to CrowdStrike common stockholders. The GAAP net loss per share attributable to CrowdStrike common stockholders ait excludes dilutive shares which are included in calculating the non-GAAP net income per share attributable to CrowdStrike common stockholders. The GAAP net loss per share attributable to CrowdStrike common stockholders.

Additional Metrics

(In thousands, except percentages and customer count) (unaudited)

		Q1 FY23		Q2 FY23		Q3 FY23		Q4 FY23		Q1 FY24		FY23
Annual recurring revenue	\$	1,921,831	\$	2,139,906	\$	2,338,028	\$	2,559,694	\$	2,733,931	\$	2,559,694
Year-over-year growth		61%		59%		54%		48%		42%		48%
Deferred revenue	\$	1,692,597	\$	1,844,152	\$	2,015,539	\$	2,355,113	\$	2,403,791	\$	2,355,113
Backlog		662,099		661,679		782,220		1,013,374		911,249		1,013,374
Remaining performance obligations	\$	2,354,696	\$	2,505,831	\$	2,797,759	\$	3,368,487	\$	3,315,040	\$	3,368,487
Free cash flow reconciliation:												
GAAP net cash provided by operating activities	\$	214,957	\$	209,906	\$	242,851	\$	273,293	\$	300,892	\$	941,007
Purchases of property and equipment		(52,211)		(66,128)		(61,270)		(55,410)		(62,264)		(235,019)
Capitalized internal-use software and website development		(5,214)		(8,021)		(7,504)		(8,356)		(10,902)		(29,095)
Purchases of deferred compensation investments		_		_				(64)		(290)		(64)
Free cash flow	\$	157,532	\$	135,757	\$	174,077	\$	209,463	\$	227,436	\$	676,829
Revenue by geographic regions:												
United States	\$	345,593	\$	374,258	\$	403,302	\$	440,414	\$	474,825	\$	1,563,567
Europe, Middle East, and Africa	*	70,625	-	77,096	*	85,665	*	94,543	-	104,552	Ť	327,929
Asia Pacific		48,079		54,623		60,011		65,411		72,219		228,124
Other		23,537		29,176		31,904		36,999		40,984		121,616
Total revenue	\$	487,834	\$	535,153	\$	580,882	\$	637,367	\$	692,580	\$	2,241,236
Geographic breakdown of total revenue:												
United States		71%		70%		69%		69%		69%		70%
Europe, Middle East, and Africa		14%		14%		15%		15%		15%		15%
Asia Pacific		10%		10%		10%		10%		10%		10%
Other		5%		6%		6%		6%		6%		5%
Total		100%	_	100%		100%	_	100%	_	100%		100%
Non-GAAP gross margin		77%		76%		75%		75%		78%		76%
Non-GAAP subscription gross margin		79%		78%		78%		77%		80%		78%
Non-GAAP operating expenses	\$	291,006	\$	321,439	\$	348,615	\$	385,013	\$	424,647	\$	1,346,073
Non-GAAP operating expenses as a percentage of revenue		60%		60%		60%		60%		61%		60%
Non-GAAP operating margin		17%		16%		15%		15%		17%		16%