

# Investor Presentation

First Quarter Fiscal Year 2025



This presentation contains “forward-looking statements” within the meaning of the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. All statements other than statements of historical fact are forward-looking statements. These statements include, but are not limited to, statements regarding our future operating results and financial position, anticipated future expenses and investments, expectations relating to certain of our key financial and operating metrics, our business strategy and plans, market growth, our market position and potential market opportunities, and our objectives for future operations. The words “believe,” “may,” “will,” “estimate,” “potential,” “continue,” “anticipate,” “intend,” “expect,” “could,” “would,” “project,” “plan,” “target,” “expect,” and similar expressions are intended to identify forward-looking statements. Forward-looking statements are based on management’s expectations, assumptions, and projections based on information available at the time the statements were made. Our future financial condition and results of operations, as well as any forward-looking statements, are subject to change due to inherent risks and uncertainties, many of which are beyond our control. Important factors that could cause our actual results, performance and achievements, or industry results to differ materially from estimates or projections contained in or implied by our forward-looking statements include the following: our revenue growth rate in the future; our ability to achieve and sustain profitability, our business, financial condition, and operating results; our intense competition and loss of market share to our competitors; the market for our services may not grow; a decline in our customer renewals and expansions; our transparency; our publicly available company Handbook; security and privacy breaches; customers staying on our open-source or free SaaS product offering; fluctuations in our operating results; our limited operating history; our ability to manage our growth effectively; our ability to respond to rapid technological changes; our incorporation of artificial intelligence features into our products; our ability to accurately predict the long-term rate of customer subscription renewals or adoption, or the impact of these renewals and adoption; and our hiring model. We do not undertake any obligation to update or release any revisions to any forward-looking statement or to report any events or circumstances after the date hereof or to reflect the occurrence of unanticipated events, except as required by law.

This presentation also contains estimates and other statistical data made by independent parties and by GitLab relating to market size and growth and other industry data. Such data involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. GitLab has not independently verified the statistical and other industry data generated by independent parties and contained in this presentation and, accordingly, it cannot guarantee their accuracy or completeness. In addition, projections, assumptions and estimates of its future performance and the future performance of the markets in which GitLab competes are necessarily subject to a high degree of uncertainty and risk due to a variety of factors. These and other factors could cause results or outcomes to differ materially from those expressed in the estimates made by the independent parties and by GitLab.

This presentation includes certain financial measures not presented in accordance with generally accepted accounting principles in the United States (“GAAP”), which are used by management as a supplemental measure, have certain limitations, and should not be construed as alternatives to financial measures determined in accordance with GAAP. The non-GAAP measures as defined by us may not be comparable to similar non-GAAP measures presented by other companies. Our presentation of such measures, which may include adjustments to exclude unusual or non-recurring items, should not be construed as an inference that our future results will be unaffected by other unusual or non-recurring items. A reconciliation is provided in the Appendix to the most directly comparable financial measure stated in accordance with GAAP.

For further information with respect to GitLab, we refer you to our most recent Annual Report on Form 10-K and Quarterly Reports on Form 10-Q filed with the SEC. In addition, we are subject to the information and reporting requirements of the Securities Exchange Act of 1934 and, accordingly file periodic reports, current reports, proxy statements and other information with the SEC. These periodic reports, current reports, proxy statements and other information are available for review at the SEC’s website at <http://www.sec.gov>.



# GitLab at a Glance

<b>\$677M</b> Run-Rate Revenue <sup>1</sup>	<b>33%</b> YoY Run-Rate Revenue Growth <sup>1</sup>	<b>&gt;900bps</b> Q1 FY25 YoY Non-GAAP Operating Margin <sup>1</sup> Improvement	<b>22%</b> Q1 FY25 Non-GAAP Adj. Free Cash Flow Margin <sup>1</sup>
<b>129%</b> Dollar-Based Net Retention Rate <sup>1</sup>	<b>8,976</b> Base Customers <sup>1</sup>	<b>1,025</b> >\$100K Customers	<b>1</b> Platform

Note: Figures as of the three months ended April 30, 2024 (Q1 FY25) unless otherwise noted.

<sup>1</sup> Definitions and reconciliations with most directly comparable GAAP figure can be found in the Appendix.



Every company must be great at **developing, securing, and deploying software.**

**While cutting costs.**



# Growing complexity in DevSecOps

69%

of developers spend at least a quarter of their time maintaining and integrating toolchains

66% of organizations would like to consolidate their toolchains

84% of organizations are using between 2-10 DevOps tools

Source: GitLab 2023 DevSecOps Report



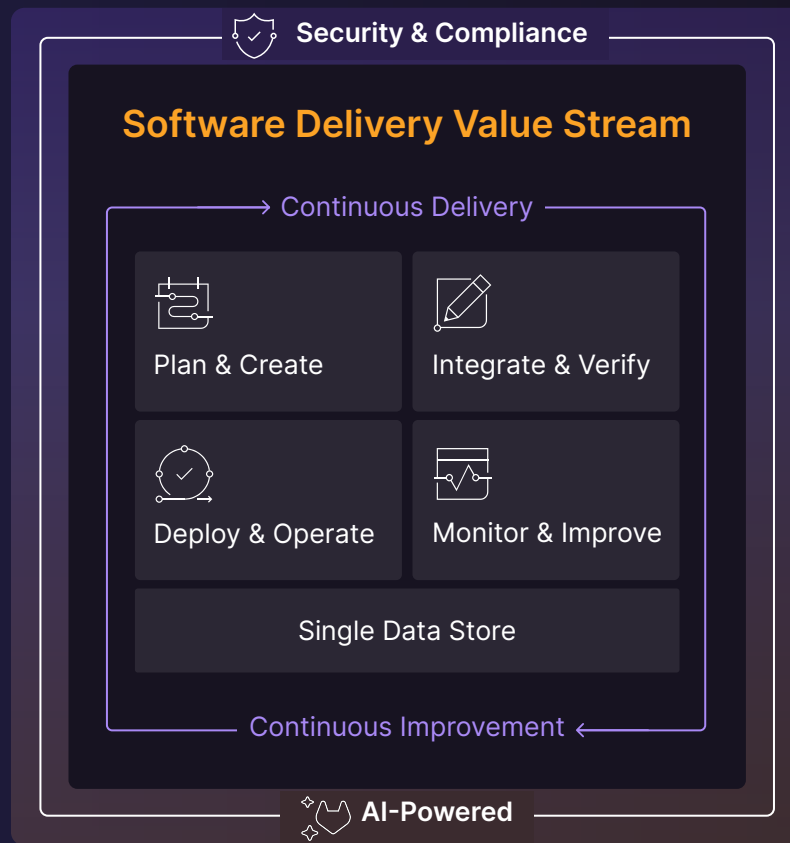
# The Problem

Most environments today look like this...



# The solution

A comprehensive **AI-powered** DevSecOps platform





## AI-assisted workflows for everyone in the software development lifecycle



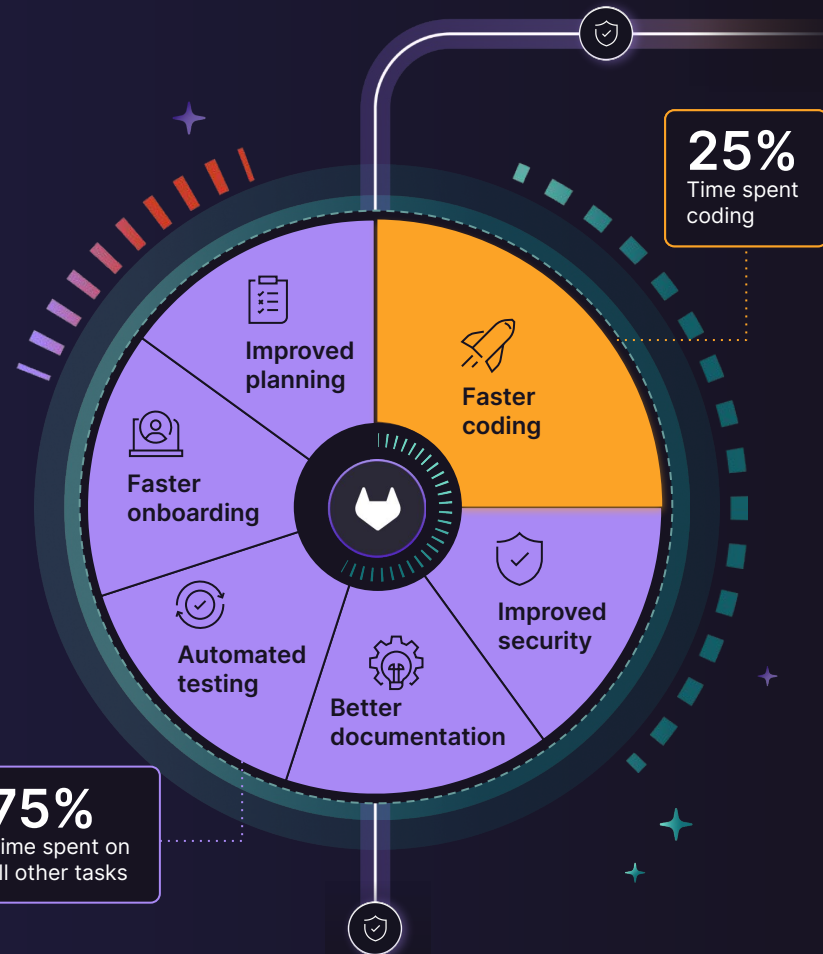
Throughout the software development lifecycle



Privacy and transparency first

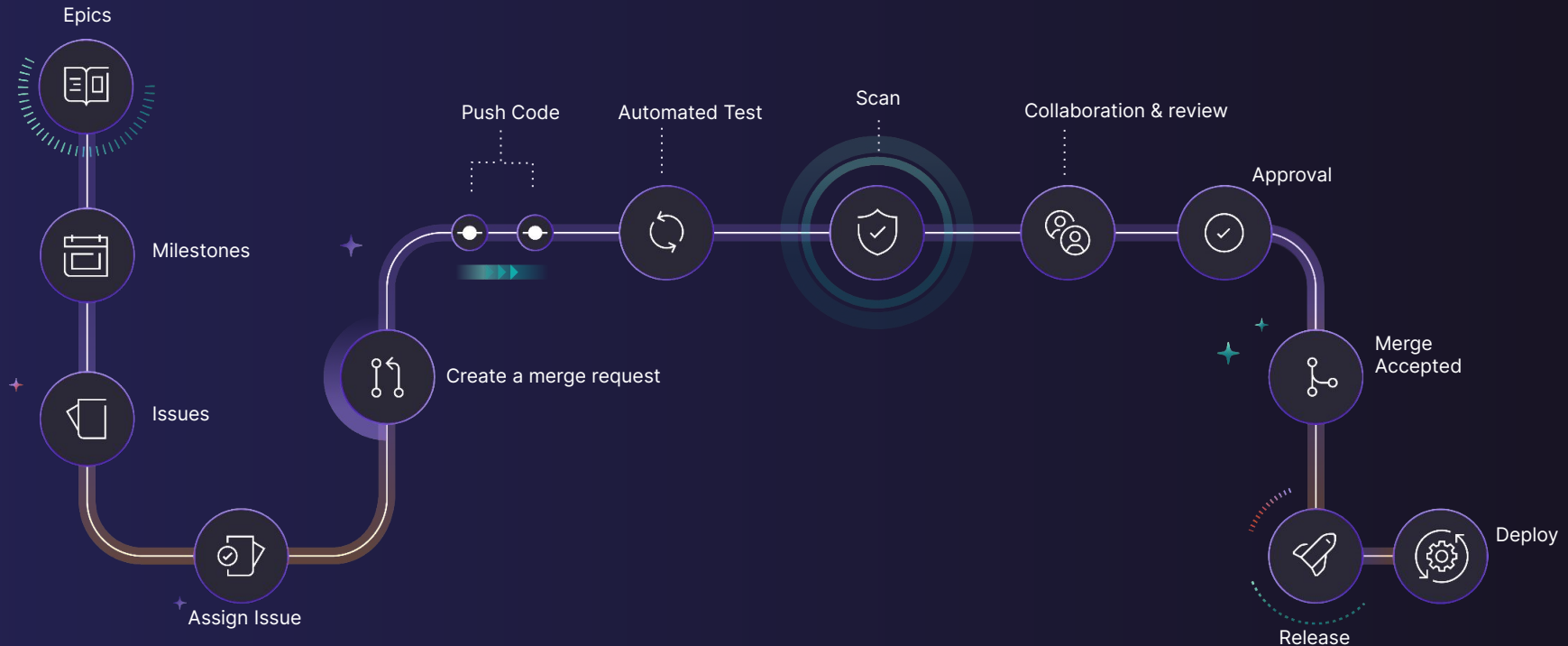


Best-in-class models

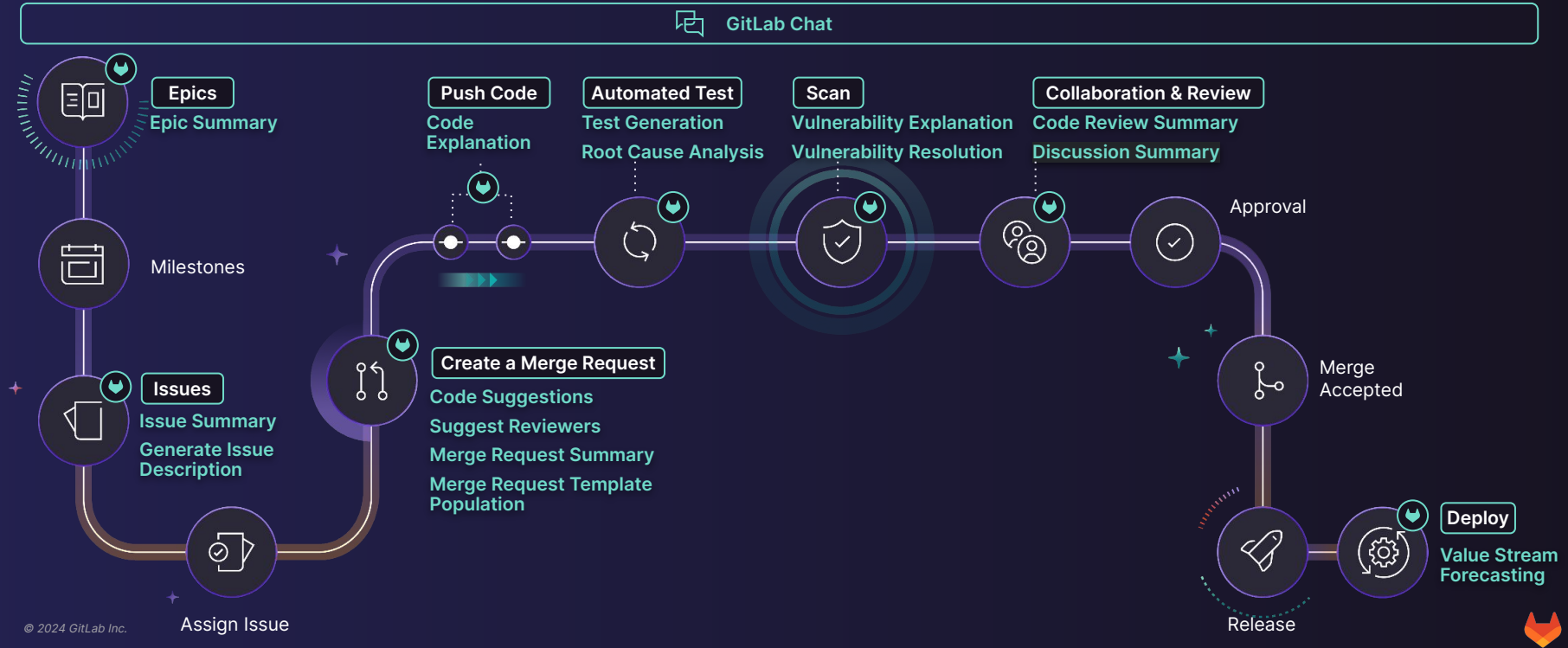




# One workflow to unite your developers, security, and operations teams

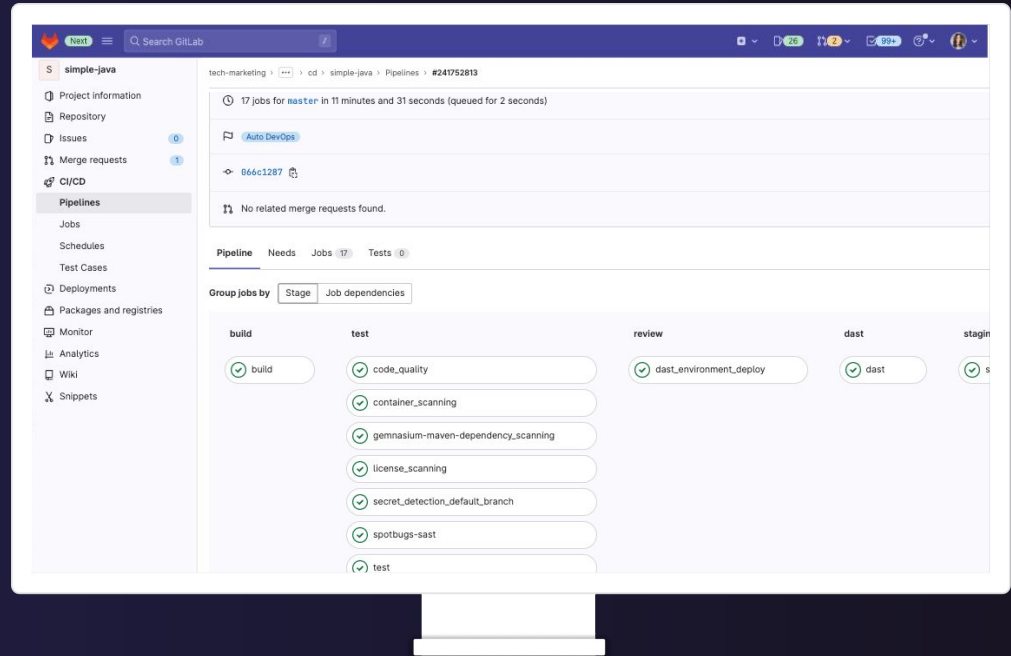


# One workflow to unite your developers, security, and operations teams **powered by AI**



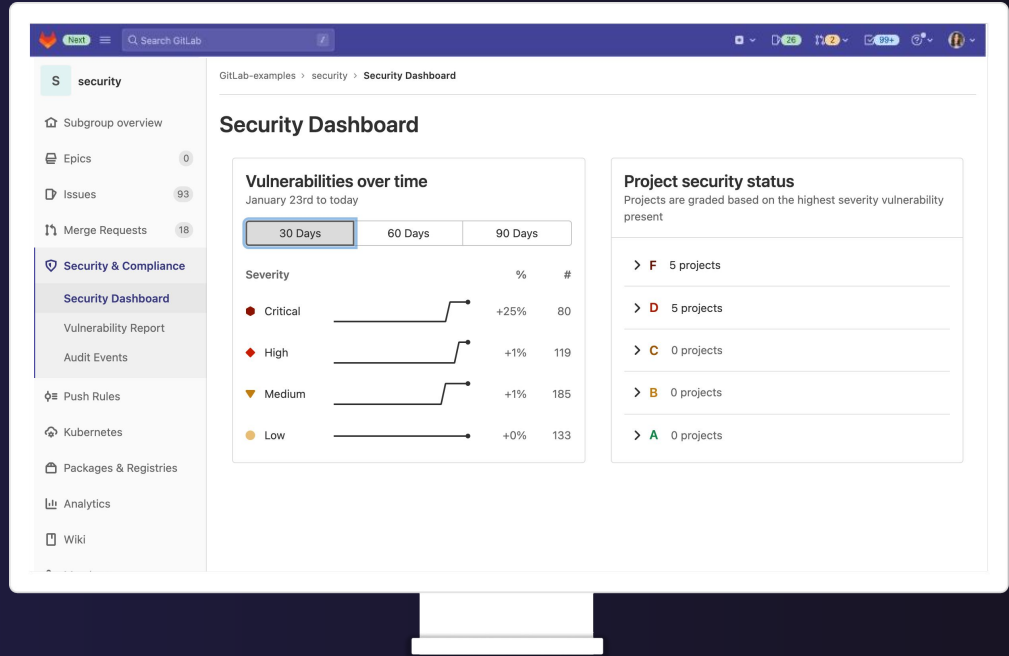
Fast

# A DevSecOps platform enables engineering efficiency



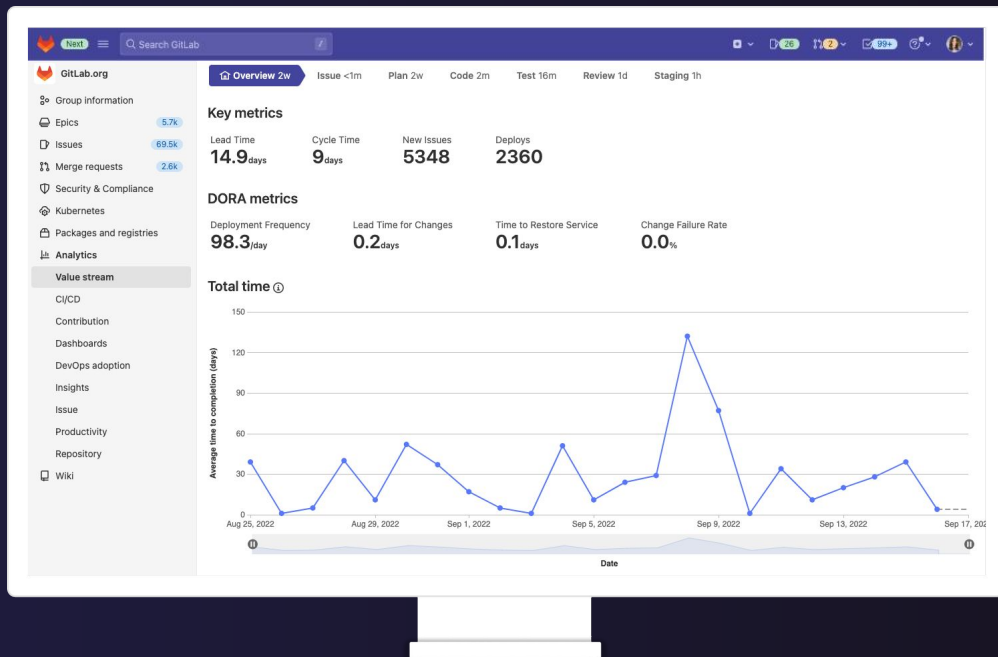
Secure

# A DevSecOps platform enables end-to-end governance



Efficient

# A DevSecOps platform enables visibility across value streams



# Significant ROI and short payback period

# 427%

ROI for revenue-generating applications

---

# < 6 months

Payback period of less than 6 months



**Fewer software vendors**

License cost reduction



**Better user experience**

Higher productivity



**Fewer tools**

Lower integration costs



**Much faster cycle time**

Revenue acceleration

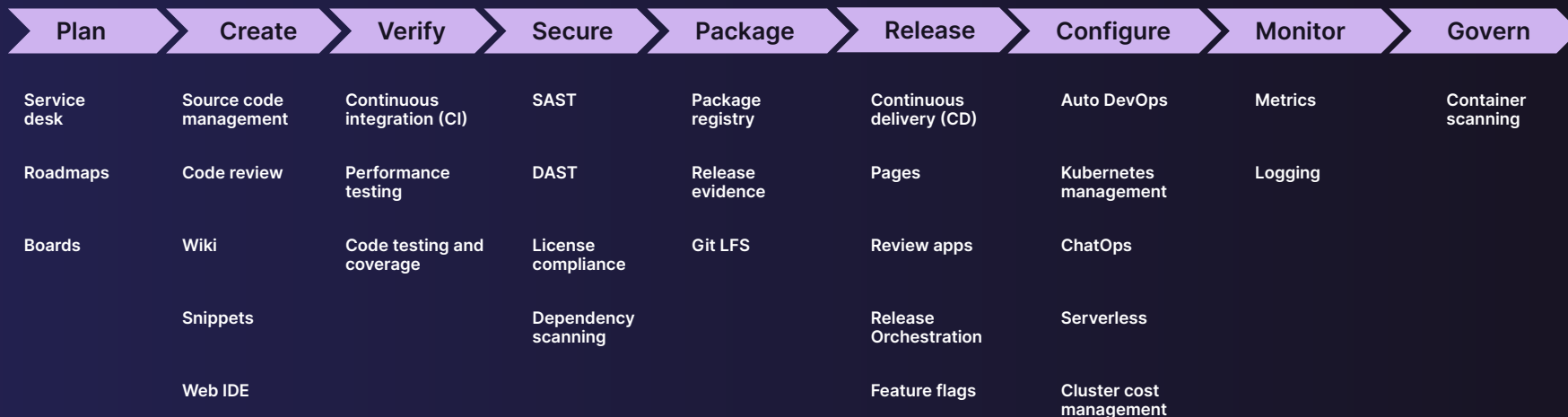
Source: GitLab-commissioned Forrester Consulting Total Economic Impact™ study in 2022. 427% within the first three years of deployment to revenue-generating applications.

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# Our product in 2019

GitLab was known for Source Code Management and CI/CD



# Our product today

GitLab is the most comprehensive DevSecOps platform

Over last 5 years, significant increase in feature and functionality in every stage

Plan	Create	Verify	Secure	Package	Deploy	Monitor	Govern
Value stream management	GitLab CLI	Review Apps	Container Scanning	Dependency Proxy	Environment management	Service Desk	Dependency management
Design management	Web IDE	Merge trains	Dependency scanning	Helm chart registry	Release orchestration	Incident management	Vulnerability management
Portfolio management	Code review workflow	Code testing and coverage	Fuzz testing	Container registry	Feature flags	On-call schedule management	Compliance Management
Team planning	Source code management	Continuous integration (CI)	API Security	Package registry	Continuous delivery (CD)	Error tracking	Audit Events
Requirements management	Remote development	Secrets management	DAST	Dependency firewall	Infrastructure as code	Product Analytics Visualization	Security policy management
Quality management	Editor Extensions	Pipeline composition and component catalog	Secret detection		Auto DevOps	Tracing	Dynamic Software Bill of Materials
DORA metrics			SAST			Metrics	Access Control
DevOps reports		GitLab Runner	Software composition analysis		Deployment management	Logging	Release Evidence
Wiki		Runner Fleet					
Pages		Build artifacts	Code quality				
		CI/CD visibility	GitLab Advisory Database				

Feature maturity key:

Available

Planned





# Our Market Opportunity



**Large and high growth  
market opportunity**

**\$40B**

estimated total addressable  
market\*

\* based on GitLab internal analysis

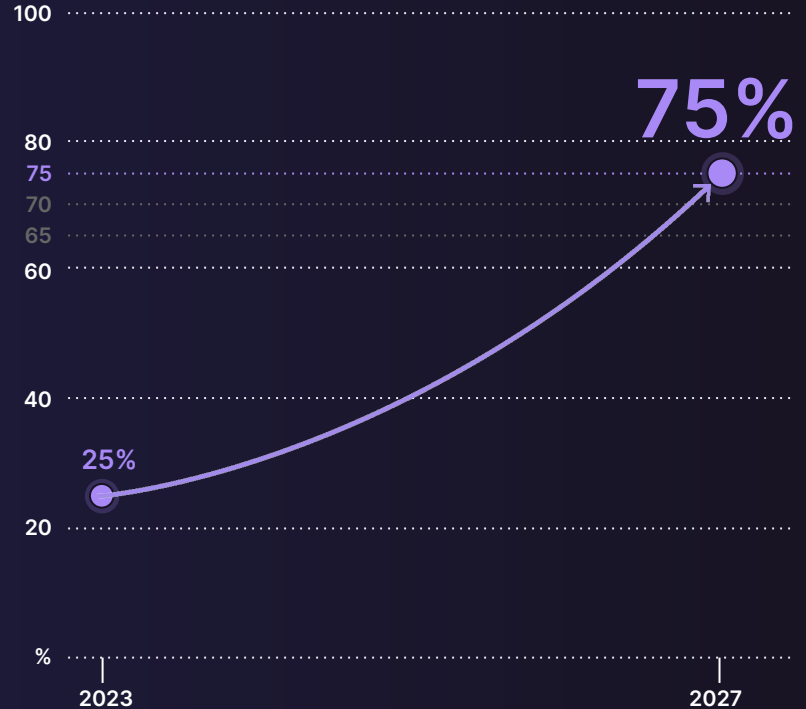




By 2027, 75% of organizations will have switched from multiple point solutions to DevOps platforms to streamline application delivery, up from 25% in 2023.



% of Organizations



Charts/graphics created by GitLab based on Gartner research

Gartner®, Magic Quadrant™ for DevOps Platforms, Manjunath Bhat, Thomas Murphy, et al., 05 June 2023. GARTNER and Magic Quadrant are registered trademarks and service marks of Gartner, Inc. and/or its affiliates in the U.S. and internationally and is used herein with permission. All rights reserved.



# GitLab recognized as a Leader

2023 Gartner® Magic Quadrant™ for DevOps Platforms

Gartner positioned GitLab as highest in Ability to Execute. According to Gartner, Leaders execute well against their current vision and are well-positioned for tomorrow.

Source: Gartner, Magic Quadrant for DevOps Platforms, Manjunath Bhat, Thomas Murphy, Et, Al., 05 June 2023

Gartner Methodologies, Magic Quadrant, August 2023, <https://www.gartner.com/en/research/methodologies/magic-quadrants-research> | GARTNER is a registered trademark and service mark of Gartner, Inc. and/or its affiliates in the U.S. and internationally, and MAGIC QUADRANT is a registered trademark of Gartner, Inc. and/or its affiliates and are used herein with permission. All rights reserved. | Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose. | The Gartner document is available upon request from GitLab



# GitLab recognized as the only Leader

The Forrester Wave™ : Integrated Software Delivery Platforms, Q2 2023



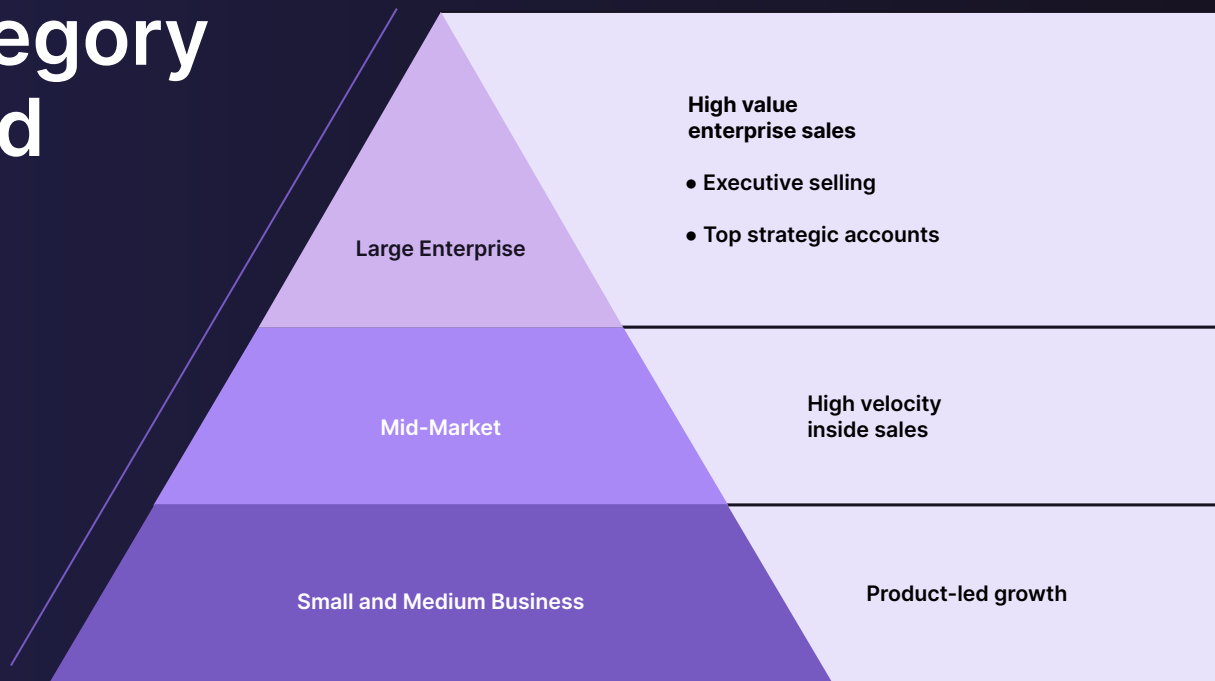
GitLab is great for enterprises wishing to consolidate their best-of-breed toolchain into one high-performing ISDP.

Source: Forrester Research, Inc. Unauthorized reproduction, citation, or distribution prohibited.

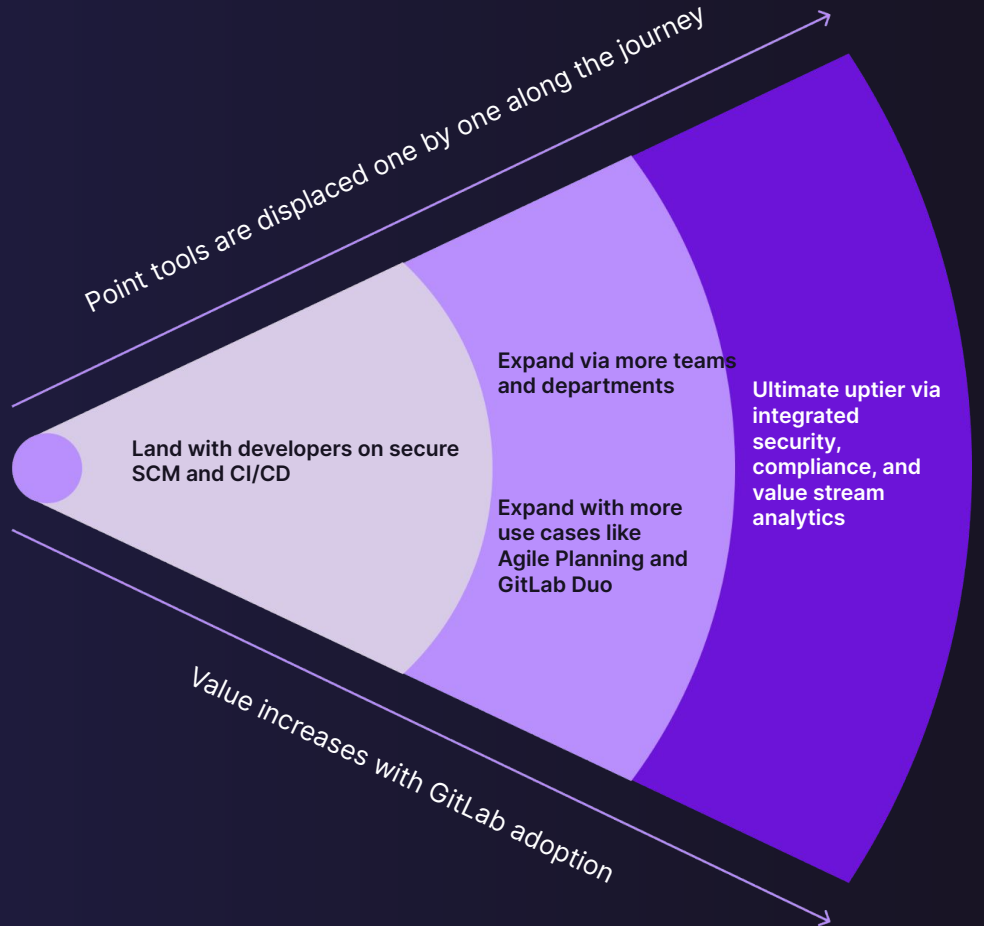
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# Leading the category via multi-faceted go-to-market



# Land and expand model



# Investing in building our ecosystem

## Cloud Partners



Allow GitLab to deliver better software faster. Our cloud native integrations are a direct line to environments trusted by developers

## Technology Partners



Integrate with GitLab to deliver customized DevOps solutions across industries and use cases

## Service Partners



Sales and integration partners that help customers achieve technical and business goals in digital transformation

## Representative Partners





# All users in a company are on the same tier

## Free

**\$0** per user  
per month

Buyer Persona: **Individual Contributors**

- All stages of the DevOps lifecycle
- Open source license (MIT)
- Up to 5 users on Free tier

## Premium

**\$29** per user  
per month

Buyer Persona: **Directors**  
(all users within organization  
have the same plan)

- All the benefits of Free
- Faster code reviews
- Operational insights
- Project management
- Code and deployment release controls
- 24/7 customer support

## Ultimate

### Enterprise pricing

Buyer Persona: **Executives**  
(all users within organization  
have the same plan)

- All the benefits of Premium
- Advanced security testing
- Portfolio management
- Compliance and planning
- Value stream analytics
- Unlimited guest users at no additional cost



# More customer value with additional SKUs

## GitLab Duo Pro

**\$19** per user per month

- Code completion and code generation with Code Suggestions
- Organizational user controls
- GitLab Chat
- Code explanation
- Code refactorization
- Test generation

Available in many popular IDEs and Supports 15 programming languages.

## GitLab Duo Enterprise\*

**\$39** per user per month

- Organizational user controls
- Code suggestions
- Chat
- Summarization & Templating tools
- Security & vulnerability tools
- Advanced troubleshooting
- AI analytics
- Personalize GitLab Duo

\* Coming soon

## Enterprise Agile Planning

**\$15** per user per month

- Replacement for Jira
- One planning workflow for everyone involved in the software development lifecycle
- Value stream analytics to measure velocity and impact
- Executive dashboards for organization-wide visibility
- Stand-alone Enterprise Agile Planning seats for GitLab Ultimate customer

## GitLab Dedicated

### Enterprise pricing

- Fully managed by GitLab
- Full data and source code isolation
- Enterprise grade security
- Data residency in region of your choice
- Bring your own key encryption
- Regular upgrade cadence



# Our Customers



# Global customers from a wide-array of verticals trust GitLab

30M+

registered users on the GitLab platform

50%+

of Fortune 100 are GitLab customers

## Financial Services



## Public Sector / Education



## Consumer / Retail



## Software/Technology



## Transportation / Automotive





Dealing with our sprawling toolchain was a real nightmare for our developers. Consolidating on GitLab allowed us to give our software development team a better experience, and they are a lot happier now.

**Nadav Robas**  
DevOps and DevSecOps Manager  
Agoda



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**98%+**

decrease in build queue time

**3,000/** hours  
quarter

developer time save

**17%**

boost in developer happiness scores



“ We turned to GitLab to enable us to rethink and disrupt the way we develop and build software swiftly without compromising security. It’s how we enable our agile software development business.

**Glenn Kurowski**  
Senior Vice President  
and Chief Technology Officer of CACI

**90%**

savings in labor & administration

**13x**

faster security scanning

**7 to 1**

tools consolidation



# Financial Highlights



# Financial Highlights

Q1 FY'2025

**\$169M**

Revenue

**33%**

YoY Revenue  
Growth

**129%**

Dollar-Based Net  
Retention<sup>1</sup>

**\$37M**

Adjusted Free Cash  
Flow<sup>2</sup>

**8,976**

Base Customers<sup>1</sup>

**1,025**

> \$100K Customers



<sup>1</sup> Definition can be found in the Appendix.

<sup>2</sup> See Appendix for reconciliation with most directly comparable GAAP figure.



# Strong Momentum at Scale

Run-Rate Revenue<sup>1</sup> (millions)

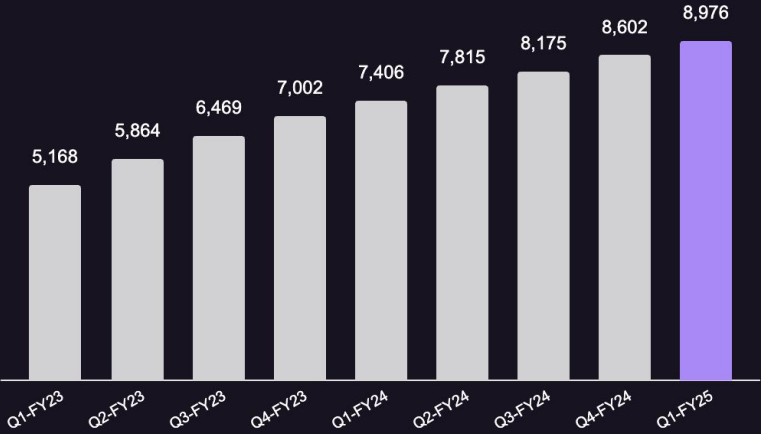
**39%**  
2-Year CAGR



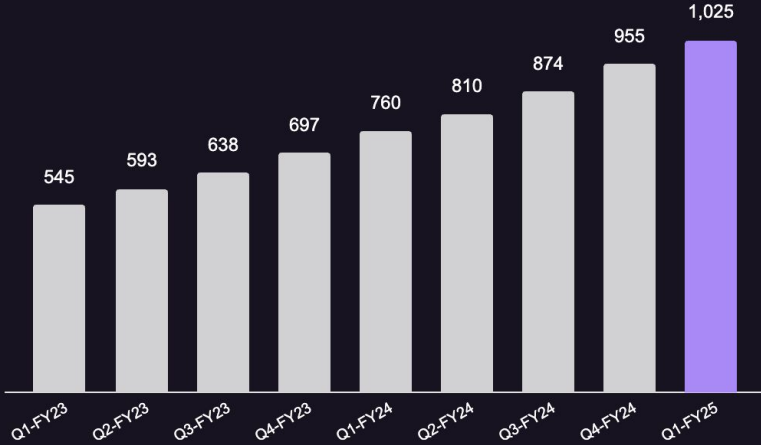
<sup>1</sup> Definition can be found in the Appendix.

# Growing Customer Base

Base Customers <sup>1</sup>



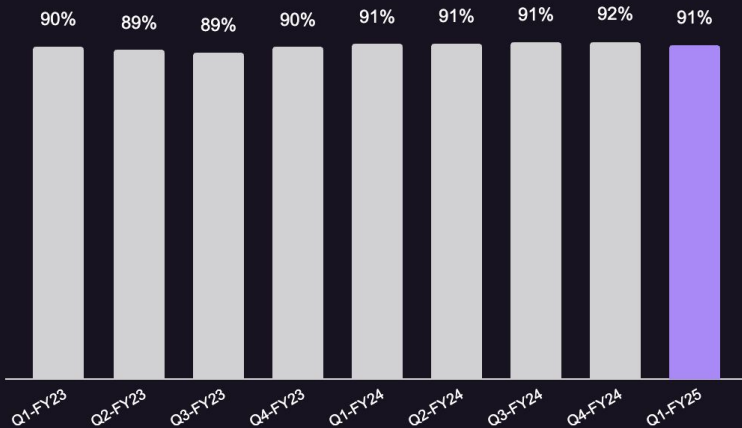
Customers Generating > \$100k ARR



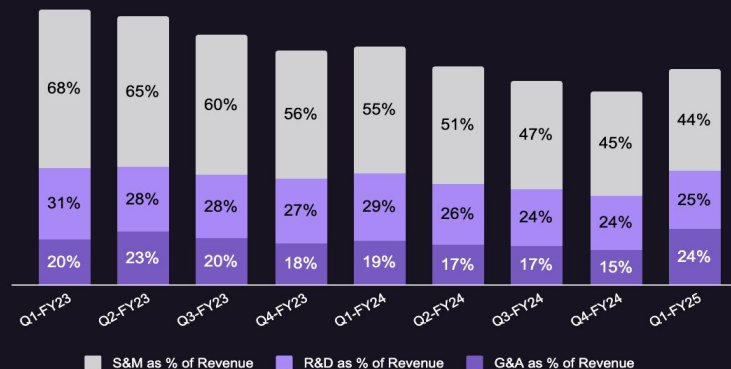
<sup>1</sup> Definition can be found in the Appendix.

# Continued Investment in Growth with Significant Operating Leverage

## Non-GAAP Gross Margin <sup>1</sup>



## Non-GAAP Operating Expenses <sup>1,2</sup> (% of Revenue)



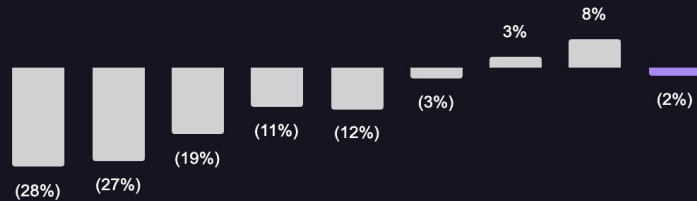
<sup>1</sup> Non-GAAP metrics-see Appendix for reconciliation with most directly comparable GAAP figure.

<sup>2</sup> Q1-FY25 G&A expenses include ~\$15 million expense related to our in-person company-wide event.



# Driving Operating Efficiency While Maintaining Growth

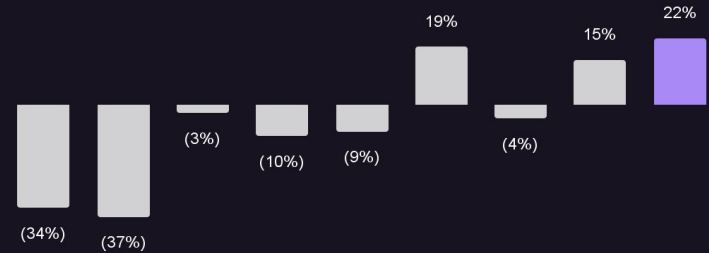
Non-GAAP Operating Income / (Loss)<sup>1,2</sup> (% of Revenue)



Significant year-over-year operating margin expansion

Q1-FY23 Q2-FY23 Q3-FY23 Q4-FY23 Q1-FY24 Q2-FY24 Q3-FY24 Q4-FY24 Q1-FY25

Non-GAAP Adjusted Free Cash Flow<sup>1</sup> (% of Revenue)



Cash efficient business

Q1-FY23 Q2-FY23 Q3-FY23 Q4-FY23 Q1-FY24 Q2-FY24 Q3-FY24 Q4-FY24 Q1-FY25

<sup>1</sup> Non-GAAP metrics-see Appendix for reconciliation with most directly comparable GAAP figure.

<sup>2</sup> Q1-FY25 G&A expenses include ~\$15 million expense related to our in-person company-wide event.



# Enduring Tailwinds



**Platform shift** is still early, estimated \$40B TAM



High productivity helps **reduce growing cost** of quality engineers



Ultimate penetration has **room to expand**



Large and growing number of **open source registrations**



Strong **ARPU growth**



# Financial Outlook

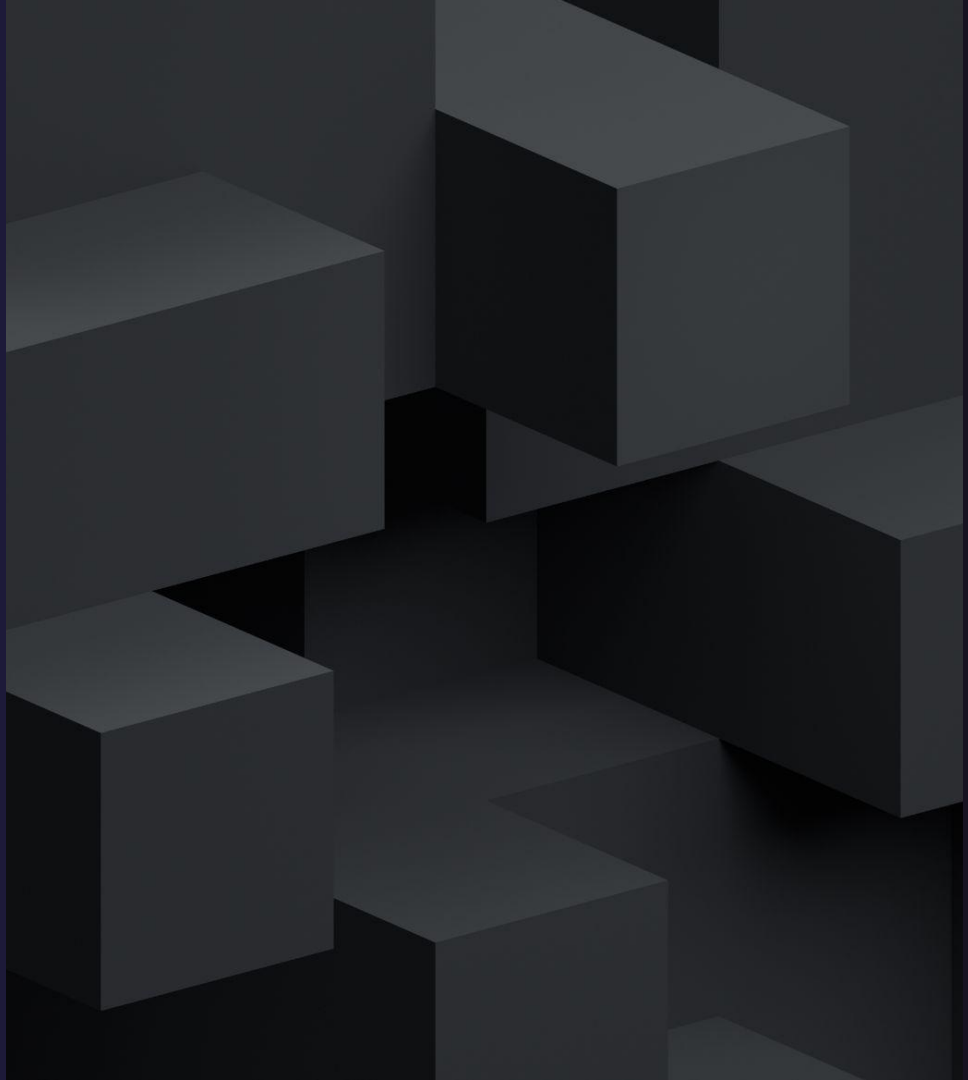
Second Quarter and Fiscal Year 2025 (\$ in millions, except per share data)

	Q2 FY 2025 Guidance	FY 2025 Guidance
Revenue	\$176.0 - \$177.0	\$733.0 - \$737.0
Non-GAAP Operating Income / (Loss)	\$10.0 - \$11.0	\$34.0 - \$38.0
Non-GAAP Net Income per Share	\$0.09 - \$0.10	\$0.34 - \$0.37



Note: Non-GAAP diluted net income (loss) per share assuming approximately 167 million and 168 million weighted average shares outstanding during Q2 FY2025 and FY2025, respectively.

# Appendix



# GAAP to Non-GAAP Reconciliation

Gross Profit (\$ in thousands)

	<u>FY 2023</u>	<u>FY 2024</u>	<u>Q1 FY24</u>	<u>Q1 FY25</u>
GAAP Gross Profit	\$372,656	\$520,198	\$112,939	\$150,411
Stock-based Compensation Expense	\$5,078	\$6,400	\$1,414	\$1,855
Amortization of Intangible Assets	\$2,067	\$2,067	\$504	\$1,087
Restructuring Charges	\$0	\$463	\$417	\$0
Non-GAAP Gross Profit	<u>\$379,801</u>	<u>\$529,128</u>	<u>\$115,274</u>	<u>\$153,353</u>
<i>Non-GAAP Gross Profit Margin %</i>	<i>90%</i>	<i>91%</i>	<i>91%</i>	<i>91%</i>



Note: Fiscal year ends January 31. Numbers are rounded for presentation purposes.



# GAAP to Non-GAAP Reconciliation

## Sales & Marketing Expense (\$ in thousands)

	<u>FY 2023</u>	<u>FY 2024</u>	<u>Q1 FY24</u>	<u>Q1 FY25</u>
Sales & Marketing Expense	\$309,992	\$356,393	\$86,537	\$92,424
Stock-based Compensation Expense	\$(48,001)	\$(68,766)	\$(13,764)	\$(17,397)
Restructuring Charges	\$0	\$(3,811)	\$(3,559)	\$(730)
Non-GAAP Sales & Marketing Expense	\$261,991	\$283,816	\$69,214	\$74,297
<i>As % of Revenue</i>	62%	49%	55%	44%



Note: Fiscal year ends January 31. Numbers are rounded for presentation purposes.

# GAAP to Non-GAAP Reconciliation

## Research & Development Expense (\$ in thousands)

	<u>FY 2023</u>	<u>FY 2024</u>	<u>Q1 FY24</u>	<u>Q1 FY25</u>
Research & Development Expense	\$156,143	\$200,840	\$50,387	\$54,140
Stock-based Compensation Expense	\$(36,325)	\$(50,804)	\$(11,702)	\$(12,336)
Restructuring Charges	\$0	\$(2,119)	\$(2,059)	\$0
Non-GAAP Research & Development Expense	\$119,818	\$147,917	\$36,626	\$41,804
<i>As % of Revenue</i>	28%	26%	29%	25%



Note: Fiscal year ends January 31. Numbers are rounded for presentation purposes.

# GAAP to Non-GAAP Reconciliation

## General & Administrative Expense (\$ in thousands)

	FY 2023	FY 2024	Q1 FY24	Q1 FY25
General & Administrative Expense	\$117,932	\$150,405	\$34,248	\$57,487
Stock-based Compensation Expense	\$(33,163)	\$(37,079)	\$(5,450)	\$(10,664)
Amortization of Acquired Intangibles	\$(295)	\$(100)	\$(75)	\$0
Restructuring Charges	\$0	\$(1,634)	\$(1,618)	\$(276)
Charitable Donation of Common Stock	\$0	\$(10,700)	\$(2,675)	\$(2,957)
Change in Fair Value of Acquisition Related Contingent Consideration	\$659	\$0	\$0	\$0
Acquisition related expenses	\$0	\$(1,314)	\$0	\$(2,051)
Other Non-recurring Charges	\$0	\$(817)	\$0	\$(473)
Non-GAAP General & Administrative Expense	\$85,133	\$98,761	\$24,430	\$41,066
<i>As % of Revenue</i>	20%	17%	19%	24%



Note: Fiscal year ends January 31. Numbers are rounded for presentation purposes.

# GAAP to Non-GAAP Reconciliation

Operating Loss (\$ in thousands)

	FY 2023	FY 2024	Q1 FY24	Q1 FY25
GAAP Operating Loss	\$(211,411)	\$(187,440)	\$(58,233)	\$(53,640)
Stock-based Compensation Expense	\$122,567	\$163,049	\$32,330	\$42,252
Amortization of Intangible Assets	\$2,362	\$2,167	\$579	\$1,087
Restructuring Charges	\$0	\$8,027	\$7,653	\$1,006
Charitable Donation of Common Stock	\$0	\$10,700	\$2,675	\$2,957
Change in Fair Value of Acquisition Related Contingent Consideration	\$(659)	\$0	\$0	\$0
Acquisition related expenses	\$0	\$1,314	\$0	\$2,051
Other Non-recurring Charges	\$0	\$817	\$0	\$473
Non-GAAP Operating Income / (Loss)	\$(87,141)	\$(1,366)	\$(14,996)	\$(3,814)
<i>Non-GAAP Operating Income / (Loss) Margin %</i>	<i>(21%)</i>	<i>(0%)</i>	<i>(12%)</i>	<i>(2%)</i>



Note: Fiscal year ends January 31. Numbers are rounded for presentation purposes.

# GAAP to Non-GAAP Reconciliation

Net Income / (Loss) Attributable to GitLab (\$ in thousands)

	FY 2023	FY 2024	Q1 FY24	Q1 FY25
Net Loss Attributable to GitLab	\$(172,311)	\$(424,174)	\$(52,469)	\$(54,644)
Stock-based Compensation Expense	\$122,567	\$163,049	\$32,330	\$42,252
Amortization of Acquired Intangibles	\$2,362	\$2,167	\$579	\$1,087
Restructuring Charges	\$0	\$8,027	\$7,653	\$1,006
Charitable Donation of Common Stock	\$0	\$10,700	\$2,675	\$2,957
Change in Fair Value of Acquisition Related Contingent Consideration	\$(659)	\$0	\$0	\$0
Acquisition related expenses	\$0	\$1,314	\$0	\$2,051
Loss from Equity Method Investment, Net of Tax	\$2,468	\$3,824	\$748	\$0
Impairment of equity method investment	\$0	\$8,858	\$0	\$0
De-Consolidation (Gains) Losses	\$(17,798)	\$0	\$0	\$0
Foreign Exchange (Gains) Losses, Net	\$(4,364)	\$3,157	\$(274)	\$637
Income Tax Adjustment	\$0	\$254,859	\$0	\$8,655
Other Non-recurring Charges	\$0	\$817	\$0	\$473
Non-GAAP Net Income / (Loss) Attributable to GitLab	\$(67,735)	\$32,598	\$(8,758)	\$4,474
<i>Non-GAAP Net Income / (Loss) Margin %</i>	<i>(16%)</i>	<i>6%</i>	<i>(7%)</i>	<i>3%</i>



Note: Fiscal year ends January 31. Numbers are rounded for presentation purposes.

# GAAP to Non-GAAP Reconciliation

## Operating Cash Flow to Adjusted Free Cash Flow (\$ in thousands)

	<u>FY 2023</u>	<u>FY 2024</u>	<u>Q1 FY24</u>	<u>Q1 FY25</u>
Net Cash Provided by / (Used in) Operating Activities	\$(77,408)	\$35,040	\$(10,961)	\$38,138
Purchases of Property and Equipment	\$(6,070)	\$(1,598)	\$(256)	\$(700)
Adjusted Free Cash Flow	\$(83,478)	\$33,442	\$(11,217)	\$37,438



Note: Fiscal year ends January 31. Numbers are rounded for presentation purposes.

# Definitions

**Customer:** a single organization with separate subsidiaries, segments, or divisions that use The one DevOps Platform is considered a single customer for determining each organization's ARR. Reseller or distributor channel partners are not counted as customers. In cases where customers subscribe to The One DevOps Platform through our channel partners, each end customer is counted separately.

**Base Customers:** customers generating \$5,000 or more in ARR.

**Monthly Recurring Revenue ("MRR"):** aggregate monthly revenue for all customers during that month from committed contractual amounts of subscriptions, including self-managed and SaaS offerings but excluding professional services.

**Annual Recurring Revenue ("ARR"):** monthly recurring revenue multiplied by 12.

**Current Period ARR:** includes any upsells, price adjustments, user growth within a customer, contraction, and attrition.

**Dollar-Based Net Retention:** the percentage change in ARR derived from the customer base at a point in time. Calculated as of a period end by starting with customers as of 12 months prior to such period end ("Prior Period ARR"). Then ARR for the same customers is calculated as of the current period end ("Current Period ARR"). Then divide the total Current Period ARR by the total Prior Period ARR to arrive at the Dollar-Based Net Retention Rate.

**Run-Rate Revenue:** the sum of the most recent three months of revenue at the end of each quarter multiplied by 4.

