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,” 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 ability to appropriately manage future growth; 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 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 Quarterly Report 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

<table>
<thead>
<tr>
<th>7,002</th>
<th>697</th>
<th>$492M</th>
<th>58%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Base Customers(^1)</td>
<td>&gt;$100K Customers</td>
<td>Run-Rate Revenue(^1)</td>
<td>YOY Run-Rate Revenue Growth(^2)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>90%</th>
<th>133%</th>
<th>100%</th>
<th>1</th>
</tr>
</thead>
<tbody>
<tr>
<td>Non-GAAP Gross Margin(^3)</td>
<td>Dollar-Based Net Retention Rate(^1)</td>
<td>Remote since inception</td>
<td>Platform</td>
</tr>
</tbody>
</table>

Note: Figures as of the three months ended January 31, 2023 (Q4 FY23) unless otherwise noted.
\(^1\) Definition can be found in the Appendix.  \(^2\) Represents growth in revenue from annualized Q4 FY22 to annualized Q4 FY23.  \(^3\) See Appendix for reconciliation with most directly comparable GAAP figure.
Every company must be great at developing, securing, and deploying software.

While cutting costs.
High growth market opportunity

$40B estimated total addressable market*

85% of organizations are using 2-10 DevOps tools**

69% of organizations would like to consolidate their toolchains**

Sources: * TAM based on GitLab internal analysis; ** GitLab 2022 DevSecOps Report
DIY DevOps is getting exponentially harder

- Exponential growth of project tool integrations
- DevOps maturity ⇒ More tools per project
- Microservices ⇒ More projects
The four phases of DevOps

01 BYO DevOps
Bring-Your-Own
Disparate set of tools

02 BIC DevOps
Best-In-Class
Standardized toolchain

03 DIY DevOps
Do-It-Yourself
Custom integration

04 DevSecOps Platform
Single application

Sec

Dev

Ops

A single application
GitLab is the most comprehensive DevSecOps Platform

Empower development, security, and operations teams to build better software, faster

- **Better insights**: End-to-end visibility across the software delivery lifecycle.
- **Greater efficiency**: built-in support for automation and integrations with third-party services.
- **Improved collaboration**: One workflow that unites developer, security, and ops teams.
- **Faster time to value**: Continuous improvement through accelerated feedback loops.

A single application

GitLab is the most comprehensive DevSecOps Platform
One workflow to unite your developers, security, and operations teams
A single application enables executive visibility across value streams

- **Executive dashboards** without siloed views.
- **Bring together all metrics from within and outside of GitLab:** DORA4, Value Stream Analytics, DevOps Adoption, Observability.
- **Improved collaboration** and understanding via a single place for everyone to see the same metrics.
By 2024, 60% of organizations will have switched from multiple point solutions to value stream delivery platforms to streamline application delivery, up from 20% in 2021.
Our product in **2019**

GitLab was known for Source Code Management and CI/CD

<table>
<thead>
<tr>
<th>Plan</th>
<th>Create</th>
<th>Verify</th>
<th>Secure</th>
<th>Package</th>
<th>Release</th>
<th>Configure</th>
<th>Monitor</th>
<th>Govern</th>
</tr>
</thead>
<tbody>
<tr>
<td>Service desk</td>
<td>Source code management (SCM)</td>
<td>Continuous integration (CI)</td>
<td>SAST</td>
<td>Package registry</td>
<td>Continuous delivery (CD)</td>
<td>Auto DevOps</td>
<td>Metrics</td>
<td>Container scanning</td>
</tr>
<tr>
<td>Roadmaps</td>
<td>Code review</td>
<td>Performance testing</td>
<td>DAST</td>
<td>Release evidence</td>
<td>Pages</td>
<td>Kubernetes management</td>
<td>Logging</td>
<td></td>
</tr>
<tr>
<td>Boards</td>
<td>Wiki</td>
<td>Code testing and coverage</td>
<td>License compliance</td>
<td>Git LFS</td>
<td>Review apps</td>
<td>ChatOps</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Snippets</td>
<td>Dependency scanning</td>
<td></td>
<td></td>
<td>Release Orchestration</td>
<td>Serverless</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Web IDE</td>
<td></td>
<td></td>
<td></td>
<td>Feature flags</td>
<td>Cluster cost management</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Feature maturity key:**
- **Mature**
- **Early**
Our product **today**

GitLab is the most comprehensive DevSecOps platform

<table>
<thead>
<tr>
<th>Plan</th>
<th>Create</th>
<th>Verify</th>
<th>Secure</th>
<th>Package</th>
<th>Release</th>
<th>Configure</th>
<th>Monitor</th>
<th>Govern</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value stream management</td>
<td>GitLab CLI</td>
<td>Review apps</td>
<td>Container scanning</td>
<td>Dependency proxy</td>
<td>Environment management</td>
<td>Infrastructure as code</td>
<td>Service desk</td>
<td>Software bill of materials</td>
</tr>
<tr>
<td>Design management</td>
<td>Web IDE</td>
<td>Merge trains</td>
<td>Dependency scanning</td>
<td>Helm chart registry</td>
<td>Release orchestration</td>
<td>Kubernetes management</td>
<td>Incident management</td>
<td>Dependency management</td>
</tr>
<tr>
<td>Portfolio management</td>
<td>Pages</td>
<td>Code testing and coverage</td>
<td>Fuzz testing</td>
<td>Container registry</td>
<td>Feature flags</td>
<td>Auto DevOps</td>
<td>Metrics</td>
<td>Vulnerability management</td>
</tr>
<tr>
<td>Team planning</td>
<td>Wiki</td>
<td>Continuous integration (CI)</td>
<td>API Security</td>
<td>Package registry</td>
<td>Advanced deployments</td>
<td>Deployment management</td>
<td>On-call schedule management</td>
<td>Compliance Management</td>
</tr>
<tr>
<td>Planning analytics</td>
<td>Code review workflow</td>
<td>Secrets management</td>
<td>DAST</td>
<td></td>
<td>Continuous delivery (CD)</td>
<td></td>
<td>Error tracking</td>
<td>Audit Events</td>
</tr>
<tr>
<td>Requirements management</td>
<td>Source code management</td>
<td></td>
<td></td>
<td></td>
<td>Release evidence</td>
<td></td>
<td>Continuous verification</td>
<td>Security policy management</td>
</tr>
<tr>
<td>Quality management</td>
<td>Remote development</td>
<td></td>
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<tr>
<td>DORA metrics</td>
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<tr>
<td>DevOps reports</td>
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</tr>
</tbody>
</table>

**Feature maturity key:**  
- **Mature**
- **Early**
Open core drives innovation

Dual Flywheel Approach:
- Innovation from GitLab
- Innovation from the wider community

Every quarter hundreds of improvements are contributed by our customers and users
Significant ROI and short payback period

427% ROI for revenue-generating applications

<6 months Payback period of less than 6 months

- Much faster cycle time
  Revenue acceleration
- Better user experience
  Higher productivity
- Fewer tools
  Lower integration costs
- Fewer software vendors
  License cost reduction

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

- **Make developers more productive**
- **Measure productivity and efficiency**
- **Secure the software supply chain**
- **Accelerate cloud migration**

- **Deliver better products faster**
- **Increase operational efficiency**
- **Reduce security and compliance risk**
- **Unlock digital transformation results**

**Dunelm**
Dunelm increased deployments per week by 7.5x through automation without requiring additional developer and administrator effort.

**AIRBUS**
Airbus releases features 144x faster with GitLab.

**Hilti**
Hilti increased security code checks by 400% with GitLab.

**At Sopra Steria**, over 10,000 users were part of cloud transformation initiative with GitLab.
## Competitive Differentiators

<table>
<thead>
<tr>
<th><strong>DevSecOps Platform</strong></th>
<th>• An all-in-one DevSecOps solution with security integrated throughout the platform</th>
</tr>
</thead>
</table>
| **Flexibility**        | • SaaS for customers who want to consume as a service  
                         | • Self-Managed for customers who want deployment control |
| **Cloud Agnostic**     | • Deploy anywhere enabling multi-cloud strategy  
                         | • Avoid vendor lock-in - no single cloud preferential treatment |
| **User Experience**    | • Integrated, one platform experience prevents context switching |
| **Open Core Platform** | • We build with our customers |
Go-to-Market Strategy
Leading the category via multi-faceted go-to-market

- High value enterprise sales
  - Value Stream Assessments
  - Top Strategic Accounts
- High velocity inside sales
- Product-led growth

- Large Enterprise
- Mid-Market
- Small and Medium Business
Land and expand model

- Land with developers on Create & Verify
- Expand to more departments
- Expand to more use cases
- Value increases with GitLab adoption
- Point tools are displaced one by one along the journey

Uptier to Ultimate
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
- AWS
- Google Cloud
- IBM
- ServiceNow
- Accenture
- Carahsoft
- SHI
- Insight
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
$99 per user per month
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

*Effective April 3, 2023, GitLab is increasing the list price of GitLab Premium from $19 to $29 per user per month.
Our Customers
More than 30 million users
More than 50% of Fortune 100 are GitLab customers
The vision that GitLab has in terms of tying strategy to scope and to code is very powerful. I appreciate the level of investment they are continuing to make in the platform.

Jason Monoharan
VP of Technology, Iron Mountain

Problem
Iron Mountain had fragmented tooling, gaps that blocked development and operations communications, heavy administrative burdens, and difficulties with efficiently securing complex pipeline deployments

Solution
GitLab Ultimate SaaS

Result
GitLab empowers developers while reducing complexity, and helps shift security left
✓ $150k in approximate cost savings per year
✓ 20 hours saved in onboarding time per project

Iron Mountain case study
GitLab is the one tool that connects our whole team. You always see GitLab open and everything is based on GitLab. GitLab is the backbone of our software development.

Alexander Schmid
Head of Software Development

---

**Problem**
Hemmersbach needed a platform to connect their code to processes, streamline toolchain complexity, and encourage collaboration for a global team.

**Solution**
GitLab Ultimate

**Result**
- Increased build speed by 59x
- 14.4% improvement in cycle time
- Reduced time from planning to production by 6.5 days
- Increased idea to production time by 31%

[Hemmersbach case study](#)
Financial Highlights
Financial Highlights

Q4 FY’2023

$492M
Run-Rate Revenue\(^1\)

58%
YoY Run-Rate Revenue Growth\(^2\)

7,002
Base Customers\(^1\)

697
> $100K Customers

90%
Non-GAAP Gross Margin\(^3\)

133%
Dollar-Based Net Retention

\(^1\) Definition can be found in the Appendix.
\(^2\) Represents growth in revenue from annualized Q4 FY22 to annualized Q4 FY23.
\(^3\) See Appendix for reconciliation with most directly comparable GAAP figure.
Strong Momentum at Scale

Run-Rate Revenue\(^1\) (millions)

\(^1\) Definition can be found in the Appendix.
Growing Customer Base

1 Definition can be found in the Appendix.
Continued Investment in Growth with Significant Operating Leverage

Non-GAAP Gross Margin

<table>
<thead>
<tr>
<th>Q4-FY21</th>
<th>Q1-FY22</th>
<th>Q2-FY22</th>
<th>Q3-FY22</th>
<th>Q4-FY22</th>
<th>Q1-FY23</th>
<th>Q2-FY23</th>
<th>Q3-FY23</th>
<th>Q4-FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>89%</td>
<td>87%</td>
<td>88%</td>
<td>90%</td>
<td>89%</td>
<td>90%</td>
<td>89%</td>
<td>89%</td>
<td>90%</td>
</tr>
</tbody>
</table>

Non-GAAP Operating Expenses (% of Revenue)

<table>
<thead>
<tr>
<th>Q4-FY21</th>
<th>Q1-FY22</th>
<th>Q2-FY22</th>
<th>Q3-FY22</th>
<th>Q4-FY22</th>
<th>Q1-FY23</th>
<th>Q2-FY23</th>
<th>Q3-FY23</th>
<th>Q4-FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>77%</td>
<td>75%</td>
<td>73%</td>
<td>72%</td>
<td>67%</td>
<td>68%</td>
<td>65%</td>
<td>60%</td>
<td>56%</td>
</tr>
</tbody>
</table>

1 Non-GAAP metrics—see Appendix for reconciliation with most directly comparable GAAP figure.
Driving Operating Efficiency While Maintaining Growth

<table>
<thead>
<tr>
<th>Non-GAAP Operating Loss¹ (% of Revenue)</th>
<th>GAAP Operating Cash Flow (% of Revenue)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q4-FY21 (48%)</td>
<td>Q4-FY21 (16%)</td>
</tr>
<tr>
<td>Q1-FY22 (45%)</td>
<td>Q1-FY22 (43%)</td>
</tr>
<tr>
<td>Q2-FY22 (42%)</td>
<td>Q2-FY22 (29%)</td>
</tr>
<tr>
<td>Q3-FY22 (36%)</td>
<td>Q3-FY22 (15%)</td>
</tr>
<tr>
<td>Q4-FY22 (35%)</td>
<td>Q4-FY22 (1%)</td>
</tr>
<tr>
<td>Q1-FY23 (28%)</td>
<td>Q1-FY23 (32%)</td>
</tr>
<tr>
<td>Q2-FY23 (27%)</td>
<td>Q2-FY23 (36%)</td>
</tr>
<tr>
<td>Q3-FY23 (19%)</td>
<td>Q3-FY23 (1%)</td>
</tr>
<tr>
<td>Q4-FY23 (11%)</td>
<td>Q4-FY23 (10%)</td>
</tr>
</tbody>
</table>

¹ Non-GAAP metrics—see Appendix for reconciliation with most directly comparable GAAP figure.
**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

First Quarter and Fiscal Year 2024 ($ in millions, except per share data)

<table>
<thead>
<tr>
<th></th>
<th>Q1 FY 2024 Guidance</th>
<th>FY 2024 Guidance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$117.0 - $118.0</td>
<td>$529.0 - $533.0</td>
</tr>
<tr>
<td>Non-GAAP operating loss</td>
<td>$(27.0) - $(26.0)</td>
<td>$(64.0) - $(59.0)</td>
</tr>
<tr>
<td>Non-GAAP net loss per share</td>
<td>$(0.15) - $(0.14)</td>
<td>$(0.29) - $(0.24)</td>
</tr>
</tbody>
</table>

Note: Non-GAAP net loss per share assuming approximately 151 million and 153 million weighted average shares outstanding as of Q1 FY2024 and FY24, respectively.
### GAAP to Non-GAAP Reconciliation

Gross Profit ($ in thousands)

<table>
<thead>
<tr>
<th></th>
<th>FY 2022</th>
<th>FY 2023</th>
<th>Q4 FY22</th>
<th>Q4 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP Gross Profit</td>
<td>$222,668</td>
<td>$372,656</td>
<td>$68,623</td>
<td>$108,669</td>
</tr>
<tr>
<td>Add: Stock-based Compensation Expense</td>
<td>$1,300</td>
<td>$5,078</td>
<td>$578</td>
<td>$1,455</td>
</tr>
<tr>
<td>Add: Amortization of Intangible Assets</td>
<td>$334</td>
<td>$2,067</td>
<td>$334</td>
<td>$521</td>
</tr>
<tr>
<td>Non-GAAP Gross Profit</td>
<td>$224,302</td>
<td>$379,801</td>
<td>$69,535</td>
<td>$110,645</td>
</tr>
<tr>
<td>Non-GAAP Gross Profit Margin %</td>
<td>89%</td>
<td>90%</td>
<td>89%</td>
<td>90%</td>
</tr>
</tbody>
</table>

Note: Fiscal year ends January 31. Numbers are rounded for presentation purposes.
# GAAP to Non-GAAP Reconciliation

## Sales & Marketing Expense ($ in thousands)

<table>
<thead>
<tr>
<th></th>
<th>FY 2022</th>
<th>FY 2023</th>
<th>Q4 FY22</th>
<th>Q4 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales &amp; Marketing Expense</td>
<td>$190,754</td>
<td>$309,992</td>
<td>$57,192</td>
<td>$81,513</td>
</tr>
<tr>
<td>Less: Stock-based Compensation Expense</td>
<td>$(10,550)</td>
<td>$(48,001)</td>
<td>$(4,862)</td>
<td>$(13,194)</td>
</tr>
<tr>
<td>Non-GAAP Sales &amp; Marketing Expense</td>
<td>$180,204</td>
<td>$261,991</td>
<td>$52,330</td>
<td>$68,319</td>
</tr>
</tbody>
</table>

As % of Revenue

<table>
<thead>
<tr>
<th></th>
<th>FY 2022</th>
<th>FY 2023</th>
<th>Q4 FY22</th>
<th>Q4 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>As % of Revenue</td>
<td>71%</td>
<td>62%</td>
<td>67%</td>
<td>56%</td>
</tr>
</tbody>
</table>

*Note: Fiscal year ends January 31. Numbers are rounded for presentation purposes.*
## GAAP to Non-GAAP Reconciliation

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

<table>
<thead>
<tr>
<th></th>
<th>FY 2022</th>
<th>FY 2023</th>
<th>Q4 FY22</th>
<th>Q4 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Research &amp; Development Expense</td>
<td>$97,217</td>
<td>$156,143</td>
<td>$28,610</td>
<td>$43,680</td>
</tr>
<tr>
<td>Less: Stock-based Compensation Expense</td>
<td>$(8,305)</td>
<td>$(36,325)</td>
<td>$(3,652)</td>
<td>$(9,920)</td>
</tr>
<tr>
<td>Non-GAAP Research &amp; Development Expense</td>
<td>$88,912</td>
<td>$119,818</td>
<td>$24,958</td>
<td>$33,760</td>
</tr>
<tr>
<td>As % of Revenue</td>
<td>35%</td>
<td>28%</td>
<td>32%</td>
<td>27%</td>
</tr>
</tbody>
</table>

Note: Fiscal year ends January 31. Numbers are rounded for presentation purposes.
## GAAP to Non-GAAP Reconciliation

**General & Administrative Expense ($ in thousands)**

<table>
<thead>
<tr>
<th></th>
<th>FY 2022</th>
<th>FY 2023</th>
<th>Q4 FY22</th>
<th>Q4 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>General &amp; Administrative Expense</td>
<td>$63,654</td>
<td>$117,932</td>
<td>$23,378</td>
<td>$29,750</td>
</tr>
<tr>
<td>Less: Stock-based Compensation Expense</td>
<td>$(9,854)</td>
<td>$(33,163)</td>
<td>$(3,675)</td>
<td>$(9,072)</td>
</tr>
<tr>
<td>Less: Amortization of Acquired Intangibles</td>
<td>$(331)</td>
<td>$(295)</td>
<td>$(80)</td>
<td>$(74)</td>
</tr>
<tr>
<td>Less: Change in Fair Value of Acquisition Related Contingent Consideration</td>
<td>$0</td>
<td>$659</td>
<td>$0</td>
<td>$1,722</td>
</tr>
<tr>
<td>Non-GAAP General &amp; Administrative Expense</td>
<td>$53,469</td>
<td>$85,133</td>
<td>$19,623</td>
<td>$22,326</td>
</tr>
<tr>
<td>As % of Revenue</td>
<td>21%</td>
<td>20%</td>
<td>25%</td>
<td>18%</td>
</tr>
</tbody>
</table>

Note: Fiscal year ends January 31. Numbers are rounded for presentation purposes.
# GAAP to Non-GAAP Reconciliation

**Operating Loss ($ in thousands)**

<table>
<thead>
<tr>
<th></th>
<th>FY 2022</th>
<th>FY 2023</th>
<th>Q4 FY22</th>
<th>Q4 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP Operating Loss</td>
<td>$(128,957)</td>
<td>$(211,411)</td>
<td>$(40,557)</td>
<td>$(46,274)</td>
</tr>
<tr>
<td>Add: Stock-based Compensation Expense</td>
<td>$30,009</td>
<td>$122,567</td>
<td>$12,767</td>
<td>$33,641</td>
</tr>
<tr>
<td>Add: Amortization of Intangible Assets</td>
<td>$665</td>
<td>$2,362</td>
<td>$414</td>
<td>$595</td>
</tr>
<tr>
<td>Add: Change in Fair Value of Acquisition Related Contingent Consideration</td>
<td>$0</td>
<td>$(659)</td>
<td>$0</td>
<td>$(1,722)</td>
</tr>
<tr>
<td>Non-GAAP Operating Loss</td>
<td>$(98,283)</td>
<td>$(87,141)</td>
<td>$(27,376)</td>
<td>$(13,760)</td>
</tr>
<tr>
<td>Non-GAAP Operating Loss Margin %</td>
<td>(39%)</td>
<td>(21%)</td>
<td>(35%)</td>
<td>(11%)</td>
</tr>
</tbody>
</table>

Note: Fiscal year ends January 31. Numbers are rounded for presentation purposes.
## GAAP to Non-GAAP Reconciliation

Net Loss Attributable to GitLab ($ in thousands)

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

<table>
<thead>
<tr>
<th></th>
<th>FY 2022</th>
<th>FY 2023</th>
<th>Q4 FY22</th>
<th>Q4 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Loss Attributable to GitLab</td>
<td>$(155,138)</td>
<td>$(172,311)</td>
<td>$(45,785)</td>
<td>$(38,733)</td>
</tr>
<tr>
<td>Add: Stock-based Compensation Expense</td>
<td>$30,009</td>
<td>$122,567</td>
<td>$12,767</td>
<td>$33,641</td>
</tr>
<tr>
<td>Add: Amortization of Acquired Intangibles</td>
<td>$665</td>
<td>$2,362</td>
<td>$414</td>
<td>$595</td>
</tr>
<tr>
<td>Add: Change in Fair Value of Acquisition Related Contingent Consideration</td>
<td>$0</td>
<td>$(659)</td>
<td>$0</td>
<td>$(1,722)</td>
</tr>
<tr>
<td>Add: Loss from Equity Method Investment, Net of Tax</td>
<td>$0</td>
<td>$2,468</td>
<td>$0</td>
<td>$693</td>
</tr>
<tr>
<td>Add: De-Consolidation (Gains) Losses</td>
<td>$0</td>
<td>$(17,798)</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Add: Foreign Exchange (Gains) Losses, Net</td>
<td>$29,140</td>
<td>$(4,364)</td>
<td>$9,437</td>
<td>$997</td>
</tr>
<tr>
<td>Non-GAAP Net Loss Attributable to GitLab</td>
<td>$(95,324)</td>
<td>$(67,735)</td>
<td>$(23,167)</td>
<td>$(4,529)</td>
</tr>
<tr>
<td>Non-GAAP Net Loss Margin %</td>
<td>(38%)</td>
<td>(16%)</td>
<td>(30%)</td>
<td>(4%)</td>
</tr>
</tbody>
</table>

Note: Fiscal year ends January 31. Numbers are rounded for presentation purposes.
Appendix
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.
## All-remote Company since 2014

- Wider, more diverse, and more uniquely skilled global talent pool
- Measurable objectives > prescribed hours
- Shifts based on when employees are most productive
- Engaged and passionate team
- No physical locations

<table>
<thead>
<tr>
<th>Team Members</th>
<th>2,100+</th>
</tr>
</thead>
<tbody>
<tr>
<td>Countries</td>
<td>60+</td>
</tr>
<tr>
<td>Handbook Webpages</td>
<td>2,700+</td>
</tr>
<tr>
<td>Offices</td>
<td>0</td>
</tr>
</tbody>
</table>

As of January 31, 2023
Driven by a Distinguished Company Culture

CREDIT Value Hierarchy
Prioritizes Results

Collaboration

Iteration

Results

Transparency

Diversity, inclusion and belonging

Efficiency

20 Documented ways in which we reinforce Our Values
Thank you