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 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>Metric</th>
<th>FY21</th>
<th>FY22</th>
<th>Q2 FY23</th>
<th>FY21 to Q2-FY23 CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Base Customers</td>
<td>8,175</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>&gt;$100K Customers</td>
<td>874</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Run-Rate Revenue</td>
<td>$599M</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Improved cycle time with GitLab</td>
<td>7x</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Metric</th>
<th>FY21</th>
<th>FY22</th>
<th>Q2 FY23</th>
<th>FY21 to Q2-FY23 CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Non-GAAP Gross Margin</td>
<td>91%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dollar-Based Net Retention Rate</td>
<td>128%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>YOY Run-Rate Revenue Growth</td>
<td>32%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Platform</td>
<td>1</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Notes:
- Figures as of the three months ended October 31, 2023 (Q3 FY24) unless otherwise noted.
- Definitions and reconciliations with most directly comparable GAAP figure can be found in the Appendix.
- GitLab internal analysis

GitLab Copyright 2023
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

GitLab is the most 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

Faster coding
Improved planning
Faster onboarding
Automated testing
Improved security
Better documentation

25% Time spent on coding
75% Time spent on all other tasks
One workflow to unite your developers, security, and operations teams
One workflow to unite your developers, security, and operations teams powered by AI
A DevSecOps platform enables engineering efficiency
A DevSecOps platform enables end-to-end governance.
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.
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.
GitLab recognized as a Leader

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, Es, Al, 05 June 2023


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This graphic was published by Gartner Inc. as part of a larger report and should be evaluated in the context of the entire document. The Gartner document is available upon request from GitLab.
GitLab recognized as the only Leader

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

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

Point tools are displaced one by one along the journey

- Land with developers on Create & Verify
- Expand to more use cases
- Expand to more departments
- Uptier to Ultimate

Value increases with GitLab adoption

GitLab Copyright 2023
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 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 the benefits of Premium
  - Advanced security testing
  - Portfolio management
  - Compliance and planning
  - Value stream analytics
  - Unlimited guest users at no additional cost
Our Customers
Global customers from a wide-array of verticals trust GitLab

30M+ million users on the GitLab platform

50%+ of Fortune 100 are GitLab customers

Financial Services
- UBS
- Nasdaq
- Citi
- Worldline
- Goldman Sachs
- KEYTRADE

Public Sector / Education
- UST
- Black Pearl
- University of Washington
- Lockheed Martin
- Deakin University

Consumer / Retail
- T-Mobile
- CARFAX
- Hilti
- Fanatics
- Ticketmaster

Software/Technology
- hackerone
- NVIDIA
- Grammarly
- Fujitsu
- Siemens
- Iron Mountain

Transportation / Automotive
- Suzuki
- Anwb
- Duncan Aviation
- Airbus
- Visteon
It’s simple. All teams operate around this one tool. Instantly, that made communication easier. We wouldn’t be where we are today if we didn’t have GitLab in our stack.

Logan Weber
Software Automation Engineer
Airbus

114x
Increase in product release velocity

425%
Increase in project growth in five years (from 50 to 850 projects)

99%
Faster release times (from 24 hours to 10 minutes)
Time to market was a big issue for us. Before our transformation to Agile and DevOps started, we had release cycles of nearly 18 months in some cases. We've been able to dramatically reduce that to roughly 3 months.

Thorsten Bastian
Business Owner IT, CI/CD Hub
Telekom IT
Having GitLab has completely changed the way we approach reusable software because the place where we develop software is also the place that other people can share, contribute, and participate in that development.

Alan Hohn
Director of Software Strategy
Lockheed Martin
Financial Highlights
Financial Highlights

Q3 FY’2024

$599M  
Run-Rate Revenue<sup>1</sup>

32%  
YoY Run-Rate Revenue Growth<sup>2</sup>

8,175  
Base Customers<sup>1</sup>

874  
> $100K Customers

91%  
Non-GAAP Gross Margin<sup>3</sup>

128%  
Dollar-Based Net Retention

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

<sup>2</sup> Represents growth in revenue from annualized Q3 FY23 to annualized Q3 FY24.

<sup>3</sup> See Appendix for reconciliation with most directly comparable GAAP figure.
Strong Momentum at Scale
Run-Rate Revenue\(^1\) (millions)

32% YOY Growth

\(^1\) 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\(^1\)

<table>
<thead>
<tr>
<th>Quarter</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>
<th>Q1-FY24</th>
<th>Q2-FY24</th>
<th>Q3-FY24</th>
</tr>
</thead>
<tbody>
<tr>
<td>Margin</td>
<td>90%</td>
<td>89%</td>
<td>90%</td>
<td>89%</td>
<td>90%</td>
<td>91%</td>
<td>91%</td>
<td>91%</td>
<td>91%</td>
</tr>
</tbody>
</table>

Non-GAAP Operating Expenses\(^1\) (% of Revenue)

<table>
<thead>
<tr>
<th>Quarter</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>
<th>Q1-FY24</th>
<th>Q2-FY24</th>
<th>Q3-FY24</th>
</tr>
</thead>
<tbody>
<tr>
<td>S&amp;M as % of Revenue</td>
<td>72%</td>
<td>67%</td>
<td>68%</td>
<td>65%</td>
<td>60%</td>
<td>56%</td>
<td>55%</td>
<td>51%</td>
<td>47%</td>
</tr>
<tr>
<td>R&amp;D as % of Revenue</td>
<td>34%</td>
<td>32%</td>
<td>31%</td>
<td>28%</td>
<td>28%</td>
<td>28%</td>
<td>27%</td>
<td>29%</td>
<td>26%</td>
</tr>
<tr>
<td>G&amp;A as % of Revenue</td>
<td>20%</td>
<td>25%</td>
<td>20%</td>
<td>23%</td>
<td>20%</td>
<td>18%</td>
<td>19%</td>
<td>17%</td>
<td>17%</td>
</tr>
</tbody>
</table>

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

Non-GAAP Operating Income / (Loss)\(^1\) (% of Revenue)

<table>
<thead>
<tr>
<th>Quarter 2022</th>
<th>Quarter 2023</th>
<th>Quarter 2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>(36%)</td>
<td>(28%)</td>
<td>(19%)</td>
</tr>
<tr>
<td>(35%)</td>
<td>(27%)</td>
<td>(12%)</td>
</tr>
<tr>
<td></td>
<td>(11%)</td>
<td>(3%)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>3%</td>
</tr>
</tbody>
</table>

Increasing operating leverage

GAAP Operating Cash Flow (% of Revenue)

<table>
<thead>
<tr>
<th>Quarter 2022</th>
<th>Quarter 2023</th>
<th>Quarter 2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>(15%)</td>
<td>(32%)</td>
<td>(36%)</td>
</tr>
<tr>
<td>(1%)</td>
<td>(1%)</td>
<td>(1%)</td>
</tr>
<tr>
<td>(10%)</td>
<td>(9%)</td>
<td>(4%)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>19%</td>
</tr>
</tbody>
</table>

Cash efficient business

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

- **Platform shift** is still early, estimated $40B TAM
- High productivity helps **reduce growing cost** of quality engineers
- Ultimate penetration has **room to expand**
- Large and growing number of **open source registrations**
- Strong **ARPU growth**
Financial Outlook
Fourth Quarter and Fiscal Year 2024 ($ in millions, except per share data)

<table>
<thead>
<tr>
<th></th>
<th>Q4 FY 2024 Guidance</th>
<th>FY 2024 Guidance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$157.0 - $158.0</td>
<td>$573.0 - $574.0</td>
</tr>
<tr>
<td>Non-GAAP Operating Income / (Loss)</td>
<td>$5.0 - $6.0</td>
<td>$(10.0) - $(9.0)</td>
</tr>
<tr>
<td>Non-GAAP Net Income per Share</td>
<td>$0.08 - $0.09</td>
<td>$0.12 - $0.13</td>
</tr>
</tbody>
</table>

Note: Non-GAAP net income per share assuming approximately 164 million and 162 million weighted average diluted shares outstanding as of Q4 FY2024 and FY24, respectively.
## GAAP to Non-GAAP Reconciliation

### Gross Profit ($ 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>Q3 FY23</th>
<th>Q3 FY24</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP Gross Profit</td>
<td>$222,668</td>
<td>$372,656</td>
<td>$98,417</td>
<td>$134,584</td>
</tr>
<tr>
<td>Stock-based Compensation Expense</td>
<td>$1,300</td>
<td>$5,078</td>
<td>$1,248</td>
<td>$1,648</td>
</tr>
<tr>
<td>Amortization of Intangible Assets</td>
<td>$334</td>
<td>$2,067</td>
<td>$521</td>
<td>$521</td>
</tr>
<tr>
<td>Restructuring Charges</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Non-GAAP Gross Profit</td>
<td>$224,302</td>
<td>$379,801</td>
<td>$100,186</td>
<td>$136,753</td>
</tr>
<tr>
<td>Non-GAAP Gross Profit Margin %</td>
<td>89%</td>
<td>90%</td>
<td>89%</td>
<td>91%</td>
</tr>
</tbody>
</table>
## GAAP to Non-GAAP Reconciliation

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

<table>
<thead>
<tr>
<th></th>
<th>FY 2022</th>
<th>FY 2023</th>
<th>Q3 FY23</th>
<th>Q3 FY24</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales &amp; Marketing Expense</td>
<td>$190,754</td>
<td>$309,992</td>
<td>$81,080</td>
<td>$86,978</td>
</tr>
<tr>
<td>Stock-based Compensation Expense</td>
<td>$(10,550)</td>
<td>$(48,001)</td>
<td>$(12,905)</td>
<td>$(16,523)</td>
</tr>
<tr>
<td>Restructuring Charges</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$54</td>
</tr>
<tr>
<td>Non-GAAP Sales &amp; Marketing Expense</td>
<td>$180,204</td>
<td>$261,991</td>
<td>$68,175</td>
<td>$70,509</td>
</tr>
<tr>
<td>As % of Revenue</td>
<td>71%</td>
<td>62%</td>
<td>60%</td>
<td>47%</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>Q3 FY23</th>
<th>Q3 FY24</th>
</tr>
</thead>
<tbody>
<tr>
<td>Research &amp; Development Expense</td>
<td>$97,217</td>
<td>$156,143</td>
<td>$41,113</td>
<td>$49,058</td>
</tr>
<tr>
<td>Stock-based Compensation Expense</td>
<td>$(8,305)</td>
<td>$(36,325)</td>
<td>$(10,030)</td>
<td>$(12,738)</td>
</tr>
<tr>
<td>Restructuring Charges</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$(72)</td>
</tr>
<tr>
<td>Non-GAAP Research &amp; Development Expense</td>
<td>$88,912</td>
<td>$119,818</td>
<td>$31,083</td>
<td>$36,248</td>
</tr>
<tr>
<td>As % of Revenue</td>
<td>35%</td>
<td>28%</td>
<td>28%</td>
<td>24%</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>Q3 FY23</th>
<th>Q3 FY24</th>
</tr>
</thead>
<tbody>
<tr>
<td>General &amp; Administrative Expense</td>
<td>$63,654</td>
<td>$117,932</td>
<td>$33,186</td>
<td>$38,815</td>
</tr>
<tr>
<td>Stock-based Compensation Expense</td>
<td>$(9,854)</td>
<td>$(33,163)</td>
<td>$(9,525)</td>
<td>$(10,425)</td>
</tr>
<tr>
<td>Amortization of Acquired Intangibles</td>
<td>$(331)</td>
<td>$(295)</td>
<td>$(70)</td>
<td>$0</td>
</tr>
<tr>
<td>Restructuring Charges</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$4</td>
</tr>
<tr>
<td>Charitable Donation of Common Stock</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$(2,675)</td>
</tr>
<tr>
<td>Change in Fair Value of Acquisition Related Contingent Consideration</td>
<td>$0</td>
<td>$659</td>
<td>$(1,063)</td>
<td>$0</td>
</tr>
<tr>
<td>Other Non-recurring Charges</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$(413)</td>
</tr>
<tr>
<td><strong>Non-GAAP General &amp; Administrative Expense</strong></td>
<td><strong>$53,469</strong></td>
<td><strong>$85,133</strong></td>
<td><strong>$22,528</strong></td>
<td><strong>$25,306</strong></td>
</tr>
<tr>
<td><strong>As % of Revenue</strong></td>
<td><strong>21%</strong></td>
<td><strong>20%</strong></td>
<td><strong>20%</strong></td>
<td><strong>17%</strong></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>Q3 FY23</th>
<th>Q3 FY24</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP Operating Loss</td>
<td>$(128,957)</td>
<td>$(211,411)</td>
<td>$(56,962)</td>
<td>$(40,267)</td>
</tr>
<tr>
<td>Stock-based Compensation Expense</td>
<td>$30,009</td>
<td>$122,567</td>
<td>$33,708</td>
<td>$41,334</td>
</tr>
<tr>
<td>Amortization of Intangible Assets</td>
<td>$665</td>
<td>$2,362</td>
<td>$591</td>
<td>$521</td>
</tr>
<tr>
<td>Restructuring Charges</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$14</td>
</tr>
<tr>
<td>Charitable Donation of Common Stock</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$2,675</td>
</tr>
<tr>
<td>Change in Fair Value of Acquisition Related Contingent Consideration</td>
<td>$0</td>
<td>$(659)</td>
<td>$1,063</td>
<td>$0</td>
</tr>
<tr>
<td>Other Non-recurring Charges</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$413</td>
</tr>
<tr>
<td><strong>Non-GAAP Operating Income / (Loss)</strong></td>
<td><strong>$(98,283)</strong></td>
<td><strong>$(87,141)</strong></td>
<td><strong>$(21,600)</strong></td>
<td><strong>$4,690</strong></td>
</tr>
<tr>
<td><strong>Non-GAAP Operating Income / (Loss) Margin %</strong></td>
<td><strong>(39%)</strong></td>
<td><strong>(21%)</strong></td>
<td><strong>(19%)</strong></td>
<td><strong>3%</strong></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)

<table>
<thead>
<tr>
<th></th>
<th>FY 2022</th>
<th>FY 2023</th>
<th>Q3 FY23</th>
<th>Q3 FY24</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Loss Attributable to GitLab</td>
<td>$(155,138)</td>
<td>$(172,311)</td>
<td>$(48,455)</td>
<td>$(285,158)</td>
</tr>
<tr>
<td>Amortization of Acquired Intangibles</td>
<td>$665</td>
<td>$2,362</td>
<td>$591</td>
<td>$521</td>
</tr>
<tr>
<td>Stock-based Compensation Expense</td>
<td>$30,009</td>
<td>$122,567</td>
<td>$33,708</td>
<td>$41,334</td>
</tr>
<tr>
<td>Restructuring Charges</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$14</td>
</tr>
<tr>
<td>Charitable Donation of Common Stock</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$2,675</td>
</tr>
<tr>
<td>Change in Fair Value of Acquisition Related Contingent Consideration</td>
<td>$0</td>
<td>$(659)</td>
<td>$1,063</td>
<td>$0</td>
</tr>
<tr>
<td>Loss from Equity Method Investment, Net of Tax</td>
<td>$0</td>
<td>$2,468</td>
<td>$756</td>
<td>$743</td>
</tr>
<tr>
<td>De-Consolidation (Gains) Losses</td>
<td>$0</td>
<td>$(17,798)</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Foreign Exchange (Gains) Losses, Net</td>
<td>$29,140</td>
<td>$(4,364)</td>
<td>$(2,855)</td>
<td>$(488)</td>
</tr>
<tr>
<td>Income Tax Adjustment</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$254,392</td>
</tr>
<tr>
<td>Other Non-recurring Charges</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$413</td>
</tr>
<tr>
<td>Non-GAAP Net Income / (Loss) Attributable to GitLab</td>
<td>$(95,324)</td>
<td>$(67,735)</td>
<td>$(15,192)</td>
<td>$14,446</td>
</tr>
<tr>
<td>Non-GAAP Net Income / (Loss) Margin %</td>
<td>(38%)</td>
<td>(16%)</td>
<td>(13%)</td>
<td>10%</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.