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,” “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 intensely competitive 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>6,469</th>
<th>638</th>
<th>$452M</th>
<th>69%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Base Customers&lt;sup&gt;1&lt;/sup&gt;</td>
<td>镙$100K Customers</td>
<td>Run-Rate Revenue&lt;sup&gt;1&lt;/sup&gt;</td>
<td>YOY Run-Rate Revenue Growth&lt;sup&gt;2&lt;/sup&gt;</td>
</tr>
<tr>
<td>89%</td>
<td>&gt;130%</td>
<td>100%</td>
<td>1</td>
</tr>
<tr>
<td>Non-GAAP Gross Margin&lt;sup&gt;3&lt;/sup&gt;</td>
<td>Dollar-Based Net Retention Rate&lt;sup&gt;1&lt;/sup&gt;</td>
<td>Remote since inception</td>
<td>Platform</td>
</tr>
</tbody>
</table>

Note: Figures as of the three months ended October 31, 2022 (Q3 FY23) unless otherwise noted.

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

<sup>2</sup> Represents growth in revenue from annualized Q3 FY22 to annualized Q3 FY23.

<sup>3</sup> See Appendix for reconciliation with most directly comparable GAAP figure.
Every company must be great at developing, securing, and deploying software.
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
plan
release
Ops
monitor
deploy

build
test

code
GitLab is the 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 diagram]
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.
Immense Product Development Since June 2019

Plan
- Service desk
- Roadmaps
- Boards

Create
- Source code management (SCM)
- Code review
- Wiki
- Snippets
- Web IDE

Verify
- Continuous integration (CI)
- Performance testing
- License compliance
- Code testing and coverage

Secure
- SAST
- DAST
- Dependency scanning

Package
- Package registry
- Release evidence
- Git LFS

Release
- Continuous delivery (CD)
- Pages
- Review apps
- Release orchestration
- Feature flags

Configure
- Auto DevOps
- Kubernetes management
- ChatOps
- Serverless
- Container cost management

Monitor
- Metrics
- Logging

Govern
- Container scanning

Feature maturity key:
- Mature
- Early
A Comprehensive Platform Across the Entire Software Delivery Lifecycle

<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>Portfolio Management</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>Vulnerability management</td>
<td></td>
</tr>
<tr>
<td>Team Planning</td>
<td>Code review</td>
<td>Code testing and coverage</td>
<td>DAST</td>
<td>Dependency proxy</td>
<td>Advanced deployments</td>
<td>Kubernetes management</td>
<td>Incident management</td>
<td></td>
</tr>
<tr>
<td>Service desk</td>
<td>Snippets</td>
<td>Merge trains</td>
<td>Fuzz testing</td>
<td>Container registry</td>
<td>Helm chart registry</td>
<td>Infrastructure as code</td>
<td>Audit Events</td>
<td></td>
</tr>
<tr>
<td>Design management</td>
<td>Wiki</td>
<td>Review apps</td>
<td>Secret detection</td>
<td>Deprecation</td>
<td>Feature flags</td>
<td>Deployment management</td>
<td>Compliance Management</td>
<td></td>
</tr>
<tr>
<td>DORA metrics</td>
<td>Web IDE</td>
<td>Accessibility testing</td>
<td>Container scanning</td>
<td>Dependecy Firewall</td>
<td>Release orchestration</td>
<td>ChatOps</td>
<td>Dependency Management</td>
<td></td>
</tr>
<tr>
<td>Value stream management</td>
<td>Pages</td>
<td>Performance testing</td>
<td>Dependency scanning</td>
<td></td>
<td>Release evidence</td>
<td>Continuous verification</td>
<td>Security policy management</td>
<td></td>
</tr>
<tr>
<td>Requirements management</td>
<td>Git LFS</td>
<td>API Security</td>
<td>Code quality</td>
<td></td>
<td>Environment management</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Quality management</td>
<td>Remote development</td>
<td>Secrets management</td>
<td>License compliance</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DevOps reports</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Feature maturity key:
- **Mature**
- **Early**
- **Planned**
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
GitLab enabled delivery of **427% ROI**
Payback period of less than 6 months

- Much faster cycle time $\Rightarrow$ Revenue acceleration
- Better user experience $\Rightarrow$ Higher productivity
- Fewer tools $\Rightarrow$ lower integration costs
- Fewer software vendors $\Rightarrow$ 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

- **Deliver better products faster** → Travis Perkins increased developer velocity, cut costs by 20%, and built new customer-facing digital services instead of managing their toolchain.

- **Increase operational efficiency** → Airbus releases features **144x faster** with GitLab.

- **Reduce security and compliance risk** → Hilti increased security code checks by **400%** 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                                                    |
Leading the category via multi-faceted go-to-market
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
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
Fastest Growing Tier
Growing at over 100%

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

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

Buyer Persona: Individual Contributors
- All stages of the DevOps lifecycle
- Open source license (MIT)

Free
$0 per user per month

Premium
$19 per user per month

Ultimate
$99 per user per month

All users in a company are on the same tier
Our Customers
Global customers across a wide array of verticals

<table>
<thead>
<tr>
<th>Transportation</th>
<th>Financial Services</th>
<th>Public Sector / Education</th>
<th>Consumer / Retail</th>
<th>Technology / Internet</th>
</tr>
</thead>
<tbody>
<tr>
<td>SUZUKI</td>
<td>UBS</td>
<td>USPTO</td>
<td>T Mobile</td>
<td>hackerone</td>
</tr>
<tr>
<td>AIRBUS</td>
<td>Worldline</td>
<td>Lockheed Martin</td>
<td>Pearson</td>
<td>NVIDIA</td>
</tr>
<tr>
<td>ibeo automotive</td>
<td>Goldman Sachs</td>
<td>University of Surrey</td>
<td>Ticketmaster</td>
<td>FUJITSU</td>
</tr>
<tr>
<td>anwb</td>
<td>Credit Agricole</td>
<td>University of Washington</td>
<td>Hilti</td>
<td>Siemens</td>
</tr>
<tr>
<td></td>
<td>Keytrade Bank</td>
<td></td>
<td>Fanatics</td>
<td>Iron Mountain</td>
</tr>
</tbody>
</table>
GitLab is helping us catch security flaws early and it's integrated it into the developer's flow. An engineer can push code to GitLab CI, get that immediate feedback from one of many cascading audit steps and see if there's a security vulnerability built in there, and even build their own new step that might test a very specific security issue.

Mitch Trale  
Head of Infrastructure, HackerOne

**Problem**  
HackerOne was looking for a platform to ease workflow dependencies and improve developer throughput.

**Solution**  
HackerOne adopted GitLab Ultimate for SCM, Issues Management, CI/CD, and Security and Compliance features that didn’t exist in their prior toolchain. GitLab offered scalability and a smoother SDLC.

**Result**  
GitLab helped HackerOne achieve the ability to find code issues sooner, while reducing costs for security scanning. Their pipeline time became 7.5x faster (8 min down from 60 min). They also saw 5x faster deployments (4-5/day up from 1/day), ultimately saving them 4 hours of development time/engineer/week.

HackerOne case study
We were looking for a platform that made sure we could build pipelines seamlessly, and also had security built in from the onset. That meant the platform aligned with our tech principles — a fast feedback loop, continuous improvement, and delivering working software quickly and safely to our customers.

Chintan Parmar
Principal Platform Engineer, Dunelm

---

**Problem**
Dunelm needed to assure application security while rapidly transforming digital footprint.

**Solution**
GitLab SaaS Ultimate

**Result**
Sped operations and promoted an innovative technical culture while securing pipelines

- Increase to 50 - 70 deployments per week (previously 10 - 20)
- Onboarding now takes hours, not days

Dunelm case study
**Financial Highlights**

Q3 FY’2023

- **$452M** Run-Rate Revenue\(^1\)
- **69%** YoY Run-Rate Revenue Growth\(^2\)
- **6,469** Base Customers\(^1\)
- **638** > $100K Customers
- **89%** Non-GAAP Gross Margin\(^3\)
- **>130%** Dollar-Based Net Retention

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

\(^2\) Represents growth in revenue from annualized Q3 FY22 to annualized Q3 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

Base Customers \(^1\)

Customers Generating > $100k ARR

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

Non-GAAP Gross Margin $^1$

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

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

Non-GAAP Operating Loss ($ of Revenue)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q3-FY21</th>
<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>
</tr>
</thead>
<tbody>
<tr>
<td>Loss</td>
<td>(53%)</td>
<td>(48%)</td>
<td>(45%)</td>
<td>(42%)</td>
<td>(36%)</td>
<td>(35%)</td>
<td>(28%)</td>
<td>(27%)</td>
</tr>
</tbody>
</table>

GAAP Operating Cash Flow ($ of Revenue)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q3-FY21</th>
<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>
</tr>
</thead>
<tbody>
<tr>
<td>$(%)</td>
<td>(34%)</td>
<td>(18%)</td>
<td>(43%)</td>
<td>(29%)</td>
<td>(15%)</td>
<td>(1%)</td>
<td>(1%)</td>
<td>(1%)</td>
</tr>
</tbody>
</table>

Increasing operating leverage

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 2023
($ in millions, except per share data)

<table>
<thead>
<tr>
<th></th>
<th>Q4 FY 2023 Guidance</th>
<th>FY 2023 Guidance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$119.0 - $120.0</td>
<td>$420.5 - $421.5</td>
</tr>
<tr>
<td>Non-GAAP operating loss</td>
<td>$(27.0) - $(26.0)</td>
<td>$(100.0) - $(99.0)</td>
</tr>
<tr>
<td>Non-GAAP net loss per share</td>
<td>$(0.15) - $(0.14)</td>
<td>$(0.56) - $(0.55)</td>
</tr>
</tbody>
</table>

Note: Non-GAAP net loss per share assuming approximately 150 million and 148 million weighted average shares outstanding as of Q4 FY2023 and FY23, respectively.
## GAAP to Non-GAAP Reconciliation

### Gross Profit ($ in thousands)

<table>
<thead>
<tr>
<th></th>
<th>FY 2021</th>
<th>FY 2022</th>
<th>Q3 FY22</th>
<th>Q3 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>GAAP Gross Profit</strong></td>
<td>$133,713</td>
<td>$222,668</td>
<td>$59,605</td>
<td>$98,417</td>
</tr>
<tr>
<td>Add: Stock-based Compensation Expense</td>
<td>$1,185</td>
<td>$1,300</td>
<td>$331</td>
<td>$1,248</td>
</tr>
<tr>
<td>Add: Amortization of Intangible Assets</td>
<td>$0</td>
<td>$334</td>
<td>$0</td>
<td>$521</td>
</tr>
<tr>
<td><strong>Non-GAAP Gross Profit</strong></td>
<td>$134,898</td>
<td>$224,302</td>
<td>$59,936</td>
<td>$100,186</td>
</tr>
<tr>
<td><strong>Non-GAAP Gross Profit Margin %</strong></td>
<td>89%</td>
<td>89%</td>
<td>90%</td>
<td>89%</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 2021</th>
<th>FY 2022</th>
<th>Q3 FY22</th>
<th>Q3 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales &amp; Marketing Expense</td>
<td>$154,086</td>
<td>$190,754</td>
<td>$50,543</td>
<td>$81,080</td>
</tr>
<tr>
<td>Less: Stock-based Compensation Expense</td>
<td>$(21,504)</td>
<td>$(10,550)</td>
<td>$(2,562)</td>
<td>$(12,905)</td>
</tr>
<tr>
<td>Non-GAAP Sales &amp; Marketing Expense</td>
<td>$132,582</td>
<td>$180,204</td>
<td>$47,981</td>
<td>$68,175</td>
</tr>
<tr>
<td>As % of Revenue</td>
<td>87%</td>
<td>71%</td>
<td>72%</td>
<td>60%</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 2021</th>
<th>FY 2022</th>
<th>Q3 FY22</th>
<th>Q3 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Research &amp; Development Expense</td>
<td>$106,643</td>
<td>$97,217</td>
<td>$24,664</td>
<td>$41,113</td>
</tr>
<tr>
<td>Less: Stock-based Compensation Expense</td>
<td>$(31,519)</td>
<td>$(8,305)</td>
<td>$(2,147)</td>
<td>$(10,030)</td>
</tr>
<tr>
<td>Non-GAAP Research &amp; Development Expense</td>
<td>$75,124</td>
<td>$88,912</td>
<td>$22,517</td>
<td>$31,083</td>
</tr>
<tr>
<td>As % of Revenue</td>
<td>49%</td>
<td>35%</td>
<td>34%</td>
<td>28%</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 2021</th>
<th>FY 2022</th>
<th>Q3 FY22</th>
<th>Q3 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>General &amp; Administrative Expense</td>
<td>$86,868</td>
<td>$63,654</td>
<td>$16,939</td>
<td>$33,186</td>
</tr>
<tr>
<td>Less: Stock-based Compensation Expense</td>
<td>$(57,638)</td>
<td>$(9,854)</td>
<td>$(3,539)</td>
<td>$(9,525)</td>
</tr>
<tr>
<td>Less: Amortization of Acquired Intangibles</td>
<td>$(222)</td>
<td>$(331)</td>
<td>$(82)</td>
<td>$(70)</td>
</tr>
<tr>
<td>Less: Change in Fair Value of Acquisition Related Contingent Consideration</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$(1,063)</td>
</tr>
<tr>
<td><strong>Non-GAAP General &amp; Administrative Expense</strong></td>
<td><strong>$29,008</strong></td>
<td><strong>$53,469</strong></td>
<td><strong>$13,318</strong></td>
<td><strong>$22,528</strong></td>
</tr>
<tr>
<td><strong>As % of Revenue</strong></td>
<td><strong>19%</strong></td>
<td><strong>21%</strong></td>
<td><strong>20%</strong></td>
<td><strong>20%</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 2021</th>
<th>FY 2022</th>
<th>Q3 FY22</th>
<th>Q3 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP Operating Loss</td>
<td>$(213,884)</td>
<td>$(128,957)</td>
<td>$(32,541)</td>
<td>$(56,962)</td>
</tr>
<tr>
<td>Add: Stock-based Compensation Expense</td>
<td>$111,846</td>
<td>$30,009</td>
<td>$8,579</td>
<td>$33,708</td>
</tr>
<tr>
<td>Add: Amortization of Intangible Assets</td>
<td>$222</td>
<td>$665</td>
<td>$82</td>
<td>$591</td>
</tr>
<tr>
<td>Add: Change in Fair Value of Acquisition Related Contingent Consideration</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$1,063</td>
</tr>
<tr>
<td>Non-GAAP Operating Loss</td>
<td>$(101,816)</td>
<td>$(98,283)</td>
<td>$(23,880)</td>
<td>$(21,600)</td>
</tr>
<tr>
<td><em>Non-GAAP Operating Loss Margin %</em></td>
<td>(67%)</td>
<td>(39%)</td>
<td>(36%)</td>
<td>(19%)</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 2021</th>
<th>FY 2022</th>
<th>Q3 FY22</th>
<th>Q3 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Loss Attributable to GitLab</td>
<td>$(192,194)</td>
<td>$(155,138)</td>
<td>$(41,227)</td>
<td>$(48,455)</td>
</tr>
<tr>
<td>Add: Stock-based Compensation Expense</td>
<td>$111,846</td>
<td>$30,009</td>
<td>$8,579</td>
<td>$33,708</td>
</tr>
<tr>
<td>Add: Amortization of Acquired Intangibles</td>
<td>$222</td>
<td>$665</td>
<td>$82</td>
<td>$591</td>
</tr>
<tr>
<td>Add: Change in Fair Value of Acquisition Related Contingent Consideration</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$1,063</td>
</tr>
<tr>
<td>Add: Loss from Equity Method Investment, Net of Tax</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$756</td>
</tr>
<tr>
<td>Add: De-Consolidation (Gains) Losses</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Add: Foreign Exchange (Gains) Losses, Net</td>
<td>$(23,423)</td>
<td>$29,140</td>
<td>$9,831</td>
<td>$(2,855)</td>
</tr>
<tr>
<td><strong>Non-GAAP Net Loss Attributable to GitLab</strong></td>
<td><strong>$(103,549)</strong></td>
<td><strong>$(95,324)</strong></td>
<td><strong>$(22,735)</strong></td>
<td><strong>$(15,192)</strong></td>
</tr>
</tbody>
</table>

### Non-GAAP Net Loss Margin %

<table>
<thead>
<tr>
<th></th>
<th>FY 2021</th>
<th>FY 2022</th>
<th>Q3 FY22</th>
<th>Q3 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Non-GAAP Net Loss Margin %</strong></td>
<td>(68%)</td>
<td>(38%)</td>
<td>(34%)</td>
<td>(13%)</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

As of October 31, 2022

2,000+ Team Members

2,700+ Handbook Webpages

60+ Countries

0 Offices
Driven by a Distinguished Company Culture

CREDIT Value Hierarchy Prioritizes Results

20 Documented ways in which we reinforce Our Values
Thank you