Investor Presentation

Second Quarter Fiscal Year 2025

GitLab

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; security and privacy breaches; 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; customers staying on our open-source or free SaaS product offering; fluctuations in our operating results; 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.

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GitLab at a glance

$730M Run-Rate Revenue[1]	**31%** YoY Run-Rate Revenue Growth[1]	**10%** Q2 FY25 Non-GAAP Operating Margin[1]	**6%** Q2 FY25 Non-GAAP Adj. Free Cash Flow Margin[1]
126% Dollar-Based Net Retention Rate[1]	**9,314** Base Customers[1]	**1,076** >$100K ARR Customers[1]	**1** Platform

Note: Figures as of the three months ended July 31, 2024 (Q2 FY25) unless otherwise noted.
[1] Definitions and reconciliations with most directly comparable GAAP figure can be found in the Appendix.

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Every organization must be great at developing, securing, & deploying software. Faster.

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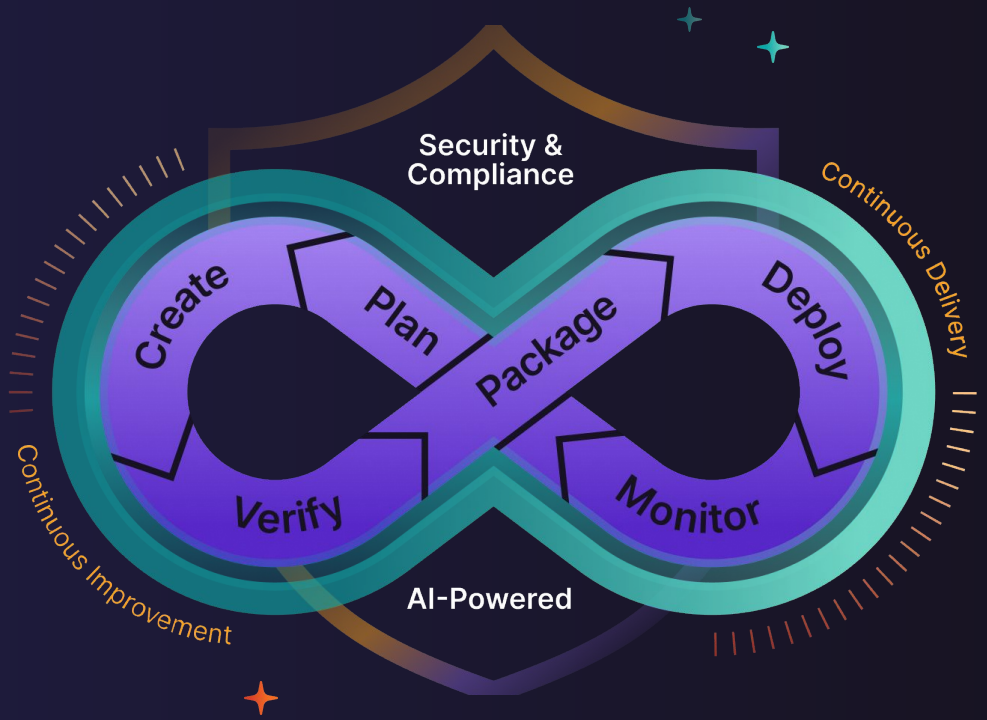
The Solution

A comprehensive AI-powered DevSecOps platform



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GitLab Duo

The only AI solution that supports developers at every stage of their workflow

- **Most comprehensive** AI-powered DevSecOps platform available
- AI across the SDLC **benefits everyone** from developers to security specialists and operations teams
- The combination of both our **platform and AI drives** results for customers

55%
boost in deployment velocity

90%
reduction in time spent on toolchain operations

50%
faster vulnerability detection

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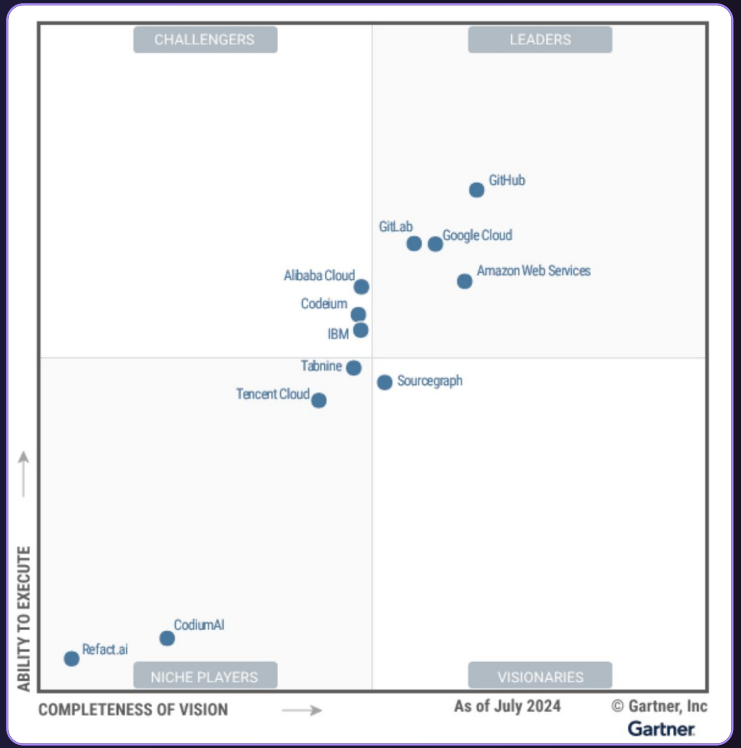
GitLab recognized as a Leader

2024 Gartner® Magic Quadrant™ for AI Code Assistants

According to Gartner, Leaders demonstrate a deep understanding of market needs and continuously innovate by integrating advanced AI models and expanding their feature sets to stay ahead of industry trends.



Source: Gartner, Magic Quadrant for AI Code Assistants, Arun Batchu, Haritha Khandabattu, Philip Walsh, Matt Brasier, August 2024 |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. | 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 Gartner B.V.

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Significant ROI and short payback period

482%

< 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 2024. 482% ROI within the first three years of deployment for a composite organization with $5B in annual revenue.*

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GitLab Ultimate

Market leading enterprise-grade DevSecOps platform

- **Shifts security left**, seamlessly instrumenting security checks and guardrails
- **Enhances the developer experience,** eliminating context switching and post-deployment firefighting
- **Enables faster, more secure code delivery,** allowing enterprises to meet constant demands to produce more software

47%

of **total ARR** is from GitLab Ultimate as of Q2 FY25

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GitLab Dedicated

Single-tenant SaaS offering

- **Unique** in the market
- Especially valuable for **highly regulated industries and the public sector**
- Recently achieved **“In Process”** designation for **FedRAMP Moderate**

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Financial highlights

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> We built a spacecraft from scratch in five years. If we hadn't adopted GitLab, we could not have done that. The lander would not have flown — not in the timeframe we were working on and with the number of people we had on the team.

James Blakeslee
Software Lead
Intuitive Machines

10x
increase in release cadence

99%
reduction in downtime

20x
decrease in pipeline execution time

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Strong momentum at scale

Run-Rate Revenue[1] (millions)

34%
2-Year CAGR

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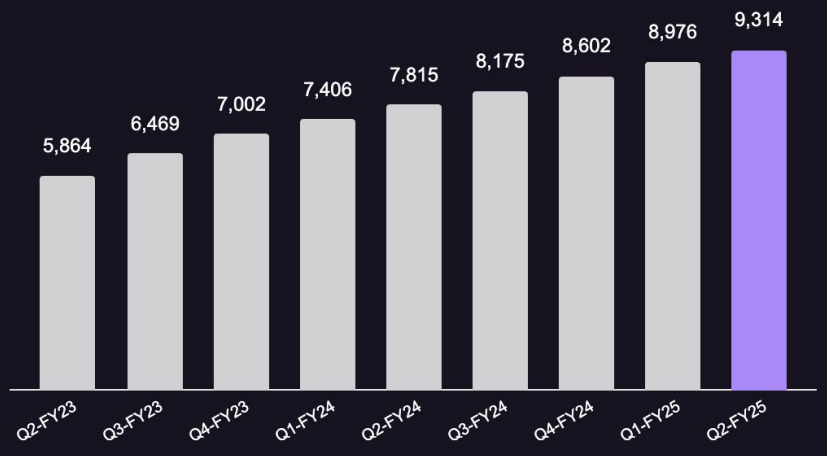
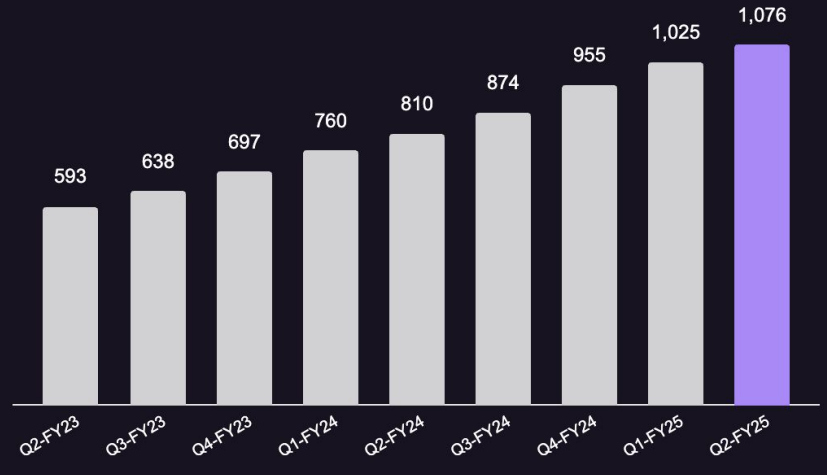
[1] Definition can be found in the Appendix.

Growing customer base

Base Customers [1]



Customers Generating > $100k ARR



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[1] Definition can be found in the Appendix.

bol.

> GitLab is helping us stay flexible and competitive as we grow, and as the requirements that our software and our developers need to comply with grow. That's the biggest challenge that we had and we tackled it with GitLab.

Guus Houtzager
Engineering Manager
bol

1000s

of developer hours saved by:

- Automating compliance
- Shifting security left

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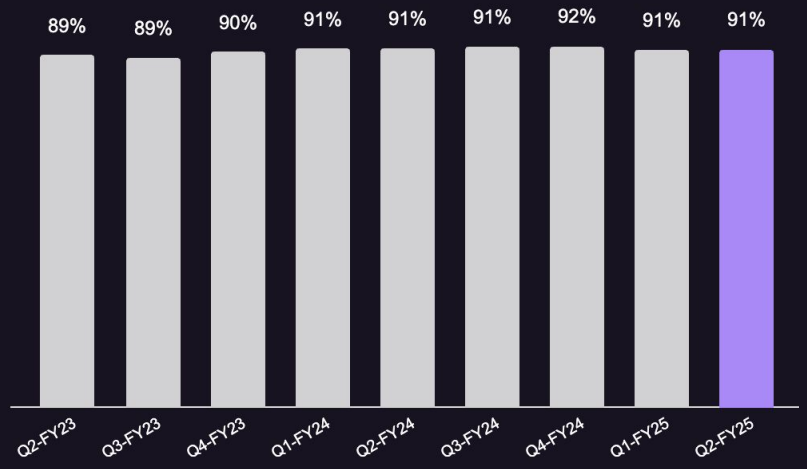
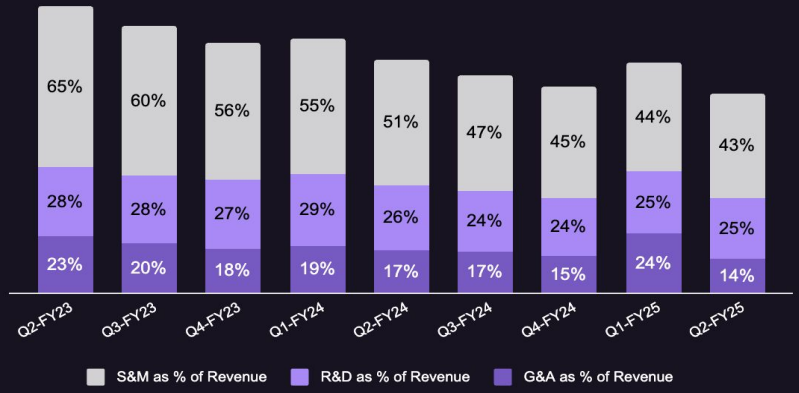
Focus on disciplined resource allocation

Non-GAAP Gross Margin [1]



Non-GAAP Operating Expenses [1,2] (% of Revenue)



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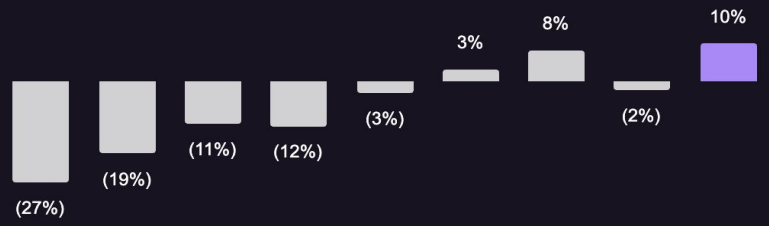
[1] Non-GAAP metrics-see Appendix for reconciliation with most directly comparable GAAP figure.
[2] Q1-FY25 G&A expenses include ~$15 million expense related to our in-person company-wide event.

Investment in growth while expanding margins

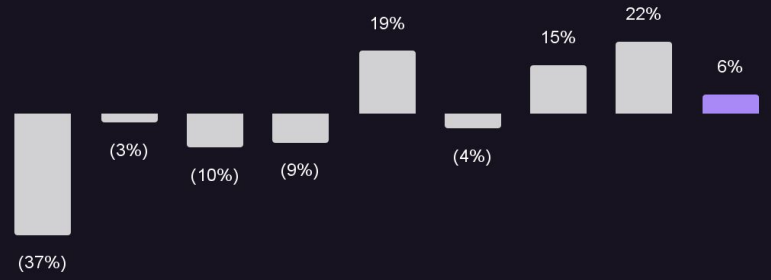
Non-GAAP Operating Income / (Loss)[1,2] (% of Revenue)



Significant year-over-year operating margin expansion

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

Non-GAAP Adjusted Free Cash Flow[1] (% of Revenue)



Cash efficient business

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

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[1] Non-GAAP metrics-see Appendix for reconciliation with most directly comparable GAAP figure.
[2] Q1-FY25 G&A expenses include ~$15 million expense related to our in-person company-wide event.

Financial outlook

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

	Q3 FY 2025 Guidance	FY 2025 Guidance
Revenue	$187.0 - $188.0	$742.0 - $744.0
Non-GAAP Operating Income / (Loss)	$19.0 - $20.0	$55.0 - $58.0
Non-GAAP Net Income per Share	$0.15 - $0.16	$0.45 - $0.47

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Note: Non-GAAP diluted net income (loss) per share assuming approximately 168 million and 168 million weighted average shares outstanding during Q3 FY2025 and FY2025, respectively.

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Questions?

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Appendix

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GAAP to Non-GAAP Reconciliation

Gross Profit ($ in thousands)

	FY 2023	FY 2024	Q2 FY24	Q2 FY25
GAAP Gross Profit	$372,656	$520,198	$124,885	$161,214
Stock-based Compensation Expense	$5,078	$6,400	$1,698	$2,076
Amortization of Intangible Assets	$2,067	$2,067	$521	$2,333
Restructuring Charges	$0	$463	$46	$0
Non-GAAP Gross Profit	$379,801	$529,128	$127,150	$165,623
Non-GAAP Gross Profit Margin %	*90%*	*91%*	*91%*	*91%*

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

GAAP to Non-GAAP Reconciliation

Sales & Marketing Expense ($ in thousands)

	FY 2023	FY 2024	Q2 FY24	Q2 FY25
Sales & Marketing Expense	$309,992	$356,393	$92,116	$97,778
Stock-based Compensation Expense	$(48,001)	$(68,766)	$(21,295)	$(19,881)
Restructuring Charges	$0	$(3,811)	$(118)	$(266)
Non-GAAP Sales & Marketing Expense	$261,991	$283,816	$70,703	$77,631
As % of Revenue	*62%*	*49%*	*51%*	*43%*

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

GAAP to Non-GAAP Reconciliation

Research & Development Expense ($ in thousands)

	FY 2023	FY 2024	Q2 FY24	Q2 FY25
Research & Development Expense	$156,143	$200,840	$49,007	$61,273
Stock-based Compensation Expense	$(36,325)	$(50,804)	$(12,477)	$(16,114)
Restructuring Charges	$0	$(2,119)	$12	$(393)
Non-GAAP Research & Development Expense	$119,818	$147,917	$36,542	$44,766
As % of Revenue	*28%*	*26%*	*26%*	*25%*

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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	Q2 FY24	Q2 FY25
General & Administrative Expense	$117,932	$150,405	$37,819	$43,168
Stock-based Compensation Expense	$(33,163)	$(37,079)	$(10,898)	$(10,898)
Amortization of Acquired Intangibles	$(295)	$(100)	$(25)	$0
Restructuring Charges	$0	$(1,634)	$(20)	$(112)
Charitable Donation of Common Stock	$0	$(10,700)	$(2,675)	$(2,957)
Change in Fair Value of Acquisition Related Contingent Consideration	$659	$0	$0	$(3,750)
Acquisition related expenses	$0	$(1,314)	$0	$(658)
Other Non-recurring Charges	$0	$(817)	$0	$261
Non-GAAP General & Administrative Expense	$85,133	$98,761	$24,201	$25,054
As % of Revenue	*20%*	*17%*	*17%*	*14%*

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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	Q2 FY24	Q2 FY25
GAAP Operating Loss	$(211,411)	$(187,440)	$(54,057)	$(41,005)
Stock-based Compensation Expense	$122,567	$163,049	$46,368	$48,969
Amortization of Intangible Assets	$2,362	$2,167	$546	$2,333
Restructuring Charges	$0	$8,027	$172	$771
Charitable Donation of Common Stock	$0	$10,700	$2,675	$2,957
Change in Fair Value of Acquisition Related Contingent Consideration	$(659)	$0	$0	$3,750
Acquisition related expenses	$0	$1,314	$0	$658
Other Non-recurring Charges	$0	$817	$0	$(261)
Non-GAAP Operating Income / (Loss)	$(87,141)	$(1,366)	$(4,296)	$18,172
Non-GAAP Operating Income / (Loss) Margin %	*(21%)*	*(0%)*	*(3%)*	*10%*

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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	Q2 FY24	Q2 FY25
Net Loss Attributable to GitLab	$(172,311)	$(424,174)	$(50,080)	$12,949
Stock-based Compensation Expense	$122,567	$163,049	$46,368	$48,969
Amortization of Acquired Intangibles	$2,362	$2,167	$546	$2,333
Restructuring Charges	$0	$8,027	$172	$771
Charitable Donation of Common Stock	$0	$10,700	$2,675	$2,957
Change in Fair Value of Acquisition Related Contingent Consideration	$(659)	$0	$0	$3,750
Acquisition related expenses	$0	$1,314	$0	$658
Loss from Equity Method Investment, Net of Tax	$2,468	$3,824	$917	$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	$1,268	$(867)
Income Tax Adjustment	$0	$254,859	$0	$(46,737)
Other Non-recurring Charges	$0	$817	$0	$(261)
Non-GAAP Net Income / (Loss) Attributable to GitLab	$(67,735)	$32,598	$1,866	$24,522
Non-GAAP Net Income / (Loss) Margin %	*(16%)*	*6%*	*1%*	*13%*

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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)

	FY 2023	FY 2024	Q2 FY24	Q2 FY25
Net Cash Provided by / (Used in) Operating Activities	$(77,408)	$35,040	$27,109	$11,697
Purchases of Property and Equipment	$(6,070)	$(1,598)	$(277)	$(851)
Adjusted Free Cash Flow	$(83,478)	$33,442	$26,832	$10,846

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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.

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