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>Metric</th>
<th>FY21</th>
<th>FY22</th>
<th>Q2 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Base Customers</strong></td>
<td>7,815</td>
<td>810</td>
<td>91%</td>
</tr>
<tr>
<td><strong>&gt;$100K Customers</strong></td>
<td>2,745</td>
<td>4,593</td>
<td>124%</td>
</tr>
<tr>
<td><strong>Run-Rate Revenue</strong></td>
<td>7,815</td>
<td>810</td>
<td>100%</td>
</tr>
<tr>
<td><strong>YOY Run-Rate Revenue Growth</strong></td>
<td>38%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Note: Figures as of the three months ended July 31, 2023 (Q2 FY24) unless otherwise noted.

1 Definition can be found in the Appendix.
2 Represents growth in revenue from annualized Q2 FY23 to annualized Q2 FY24.
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

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

BIC DevOps
Best-In-Class
- Standardized toolchain with no integration

DIY DevOps
Do-It-Yourself
- Custom integrations for a standardized toolchain

DevSecOps Platform
Single application
- All of the essential DevSecOps tools in a single application

Create
Plan
Package
Deploy
Secure
Govern
Monitor
Verify
GitLab is the most comprehensive DevSecOps Platform

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

- Save costs
- Greater efficiency
- Save on integration
- Faster cycle time
One workflow to unite your developers, security, and operations teams
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 2027, 75% of organizations will have switched from multiple point solutions to DevOps platforms to streamline application delivery, which is an increase from 25% in 2023.
2023 Gartner® Magic Quadrant™ for DevOps Platforms

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, Mayurunath Bhat, Thomas Murphy, Et. Al., 05 June 2023


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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
## 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</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></td>
<td>Dependency scanning</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>Deploy</th>
<th>Monitor</th>
<th>Govern</th>
<th>Analyze</th>
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<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>Service desk</td>
<td>Dependency management</td>
<td>Error tracking</td>
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<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>Incident management</td>
<td>Vulnerability management</td>
<td>Product Analytics Visualization</td>
</tr>
<tr>
<td>Portfolio management</td>
<td>Code review workflow</td>
<td>Code testing and coverage</td>
<td>Fuzz testing</td>
<td>Container registry</td>
<td>Feature flags</td>
<td>On-call schedule management</td>
<td>Compliance Management</td>
<td>Metrics</td>
</tr>
<tr>
<td>Team planning</td>
<td>Code review workflow</td>
<td>Continuous integration (CI)</td>
<td>API Security</td>
<td>Package registry</td>
<td>Continuous delivery (CD)</td>
<td>Infrastructure as code</td>
<td>Security policy management</td>
<td>Logging</td>
</tr>
<tr>
<td>Requirements management</td>
<td>Source code management</td>
<td>Secrets management</td>
<td>DAST</td>
<td>Dependency firewall</td>
<td>Auto DevOps</td>
<td>Audit Events</td>
<td>Release Evidence</td>
<td>Tracing</td>
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<tr>
<td>Quality management</td>
<td>Remote development</td>
<td>Pipeline composition</td>
<td>Secret detection</td>
<td></td>
<td>Deployment management</td>
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<td>DORA metrics</td>
<td>Editor Extensions</td>
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<td>DevOps reports</td>
<td>GitLab Runner</td>
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<td>Wiki</td>
<td>Runner Fleet</td>
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<td>GitHub Advisory Database</td>
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</tbody>
</table>

Feature maturity key: [Available] [Planned]

Over last 4 years, significant increase in feature and functionality in every stage.
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

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

Throughout the Software Delivery Lifecycle
Improve DevSecOps workflow efficiency by 10x by applying AI assisted workflows to all teams involved in delivering software value.

Privacy-First, Enterprise-Grade
Lead with a privacy-first approach allowing enterprises and regulated organizations to adopt AI assisted workflows.

Single Application
Leverage the benefits of GitLab's single application to deliver more software faster, enabling executive visibility across value streams and preventing context switching.
Enterprise-grade and privacy-first AI

IP Protection, Privacy, and Compliance are concerns, especially at enterprise level

Keep your proprietary code secure
With Code Suggestions, you keep your proprietary source code secure within GitLab's cloud infrastructure and this code isn't used as training data.

No unneeded tradeoff
Efficiency at the cost of privacy, security and compliance is a nonstarter for you and us.
Why customers choose GitLab

- Make developers more productive
- Deliver better products faster
- Increase operational efficiency
- Secure the software supply chain
- Reduce security and compliance risk
- Unlock digital transformation results
- Secure the software supply chain
- Reduce security and compliance risk
- Unlock digital transformation results

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

**IRON MOUNTAIN**
Iron Mountain saw $150k in approximate cost savings per year

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

**sopra steria**
Over 10,000 users were part of cloud transformation initiative with GitLab
## Competitive differentiators

<table>
<thead>
<tr>
<th>DevSecOps Platform</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 |
GitLab is the only complete DevSecOps Platform

GitLab is more than just a developer tool for writing and sharing code. It’s the only complete AI-powered DevSecOps platform for the entire software development lifecycle (SDLC) where enterprises build mission-critical software.

**Al-Powered**
Focus on privacy-first AI

More AI features than other platforms

AI capabilities that add value across the entire SDLC

Native models, as well as models powered by Google Vertex AI Codey APIs

Transparent AI feature roadmap

**Dev**
Quality management

Built-in Terraform module registry

Review Apps

Native support for Kubernetes and non-Kubernetes environments

Advanced CI/CD pipeline configurations

**Sec**
Compliance frameworks and security guardrails

Dynamic Application Security Testing (DAST)

Operational and non-operational container scanning

API security and fuzz testing

Fully supported and integrated native scanners

**Ops**
Feature flags

Infrastructure as Code, e.g. Terraform integration

Built-in monitoring

Service Desk

Incident Management

**Platform**
Compliance frameworks and security guardrails

Dynamic Application Security Testing (DAST)

Operational and non-operational container scanning

API security and fuzz testing

Fully supported and integrated native scanners
Go-to-Market Strategy
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 departments
- Expand to more use cases
- 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
All users in a company are on the same tier

<table>
<thead>
<tr>
<th>Plan</th>
<th>Price per user per month</th>
<th>Buyer Persona</th>
<th>Benefits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Free</td>
<td>$0</td>
<td>Individual Contributors</td>
<td>All stages of the DevOps lifecycle, Open source license (MIT), Up to 5 users on Free tier</td>
</tr>
<tr>
<td>Premium</td>
<td>$29</td>
<td>Directors</td>
<td>All the benefits of Free, Faster code reviews, Operational insights, Project management, Code and deployment release controls, 24/7 customer support</td>
</tr>
<tr>
<td>Ultimate</td>
<td>$99</td>
<td>Executives</td>
<td>All the benefits of Premium, Advanced security testing, Portfolio management, Compliance and planning, Value stream analytics, Unlimited guest users at no additional cost</td>
</tr>
</tbody>
</table>
Our Customers
More than **30 million users**

More than **50% of Fortune 100**
are GitLab customers
“We're hoping to commoditize all of that tooling, and that way people can skip that step and focus on what DevSecOps and modern software development look like in the context of my program — whether that’s undersea, surface or airborne,” Gauto said. “We’re really trying to make sure people can focus directly on their mission rather than having to solve a more general problem that’s outside of their expertise.”

Manuel Gauto
Chief Engineer, Navy Black Pearl

Challenge
Navy Black Pearl, the DevSecOps service developed and managed by Sigma Defense that creates mission applications for the U.S. Department of Navy, wanted to simplify and modernize its software development.

Solution
GitLab Ultimate

Result
With GitLab, their team is able to provide a single interface for collaboration, knowledge management, CI/CD, security, and operations. GitLab’s ability to aggregate data from other tools greatly improves the user experience and accelerates speed to value.

- Designed and operational environments within days and weeks, as opposed to the typical months and years
- Accelerated speed to mission capability
With DevSecOps, security is always front and center. It’s part of every step of the process and not easily missed.

Challenge
CARFAX development teams had amassed DevOps tools that were not meeting needs and creating challenges. In addition to their efficiency and productivity concerns, CARFAX development teams needed a way to find vulnerabilities earlier.

Solution
GitLab Ultimate

Result
The expert in vehicle history reduced their toolchain, streamlined workloads, improved productivity and efficiency, and shifted security left while simplifying their move to the cloud

✓ 20% boost in deployments year over year
✓ 30% of vulnerabilities found earlier in SLDC

CarFax case study
Financial Highlights
<table>
<thead>
<tr>
<th>Financial Highlights</th>
<th>Q2 FY'2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>Run-Rate Revenue¹</td>
<td>$558M</td>
</tr>
<tr>
<td>YoY Run-Rate Revenue Growth²</td>
<td>38%</td>
</tr>
<tr>
<td>Base Customers¹</td>
<td>7,815</td>
</tr>
<tr>
<td>&gt; $100K Customers</td>
<td>810</td>
</tr>
<tr>
<td>Non-GAAP Gross Margin³</td>
<td>91%</td>
</tr>
<tr>
<td>Dollar-Based Net Retention</td>
<td>124%</td>
</tr>
</tbody>
</table>

¹ Definition can be found in the Appendix.
² Represents growth in revenue from annualized Q2 FY23 to annualized Q2 FY24.
³ See Appendix for reconciliation with most directly comparable GAAP figure.
Strong Momentum at Scale

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

\(38\%\) YOY Growth

---

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

Base Customers

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2Q-FY22</th>
<th>3Q-FY22</th>
<th>4Q-FY22</th>
<th>1Q-FY23</th>
<th>2Q-FY23</th>
<th>3Q-FY23</th>
<th>4Q-FY23</th>
<th>1Q-FY24</th>
<th>2Q-FY24</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>3,632</td>
<td>4,057</td>
<td>4,593</td>
<td>5,168</td>
<td>5,864</td>
<td>6,469</td>
<td>7,002</td>
<td>7,406</td>
<td>7,815</td>
</tr>
</tbody>
</table>

Customers Generating > $100k ARR

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2Q-FY22</th>
<th>3Q-FY22</th>
<th>4Q-FY22</th>
<th>1Q-FY23</th>
<th>2Q-FY23</th>
<th>3Q-FY23</th>
<th>4Q-FY23</th>
<th>1Q-FY24</th>
<th>2Q-FY24</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>383</td>
<td>427</td>
<td>492</td>
<td>545</td>
<td>593</td>
<td>638</td>
<td>697</td>
<td>760</td>
<td>810</td>
</tr>
</tbody>
</table>

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

Non-GAAP Gross Margin

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

GAAP Operating Cash Flow (% of Revenue)

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

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

<table>
<thead>
<tr>
<th></th>
<th>Q3 FY 2024 Guidance</th>
<th>FY 2024 Guidance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$140.0 - $141.0</td>
<td>$555.0 - $557.0</td>
</tr>
<tr>
<td>Non-GAAP operating loss</td>
<td>$(6.0) - $(5.0)</td>
<td>$(33.0) - $(30.0)</td>
</tr>
<tr>
<td>Non-GAAP net loss per share</td>
<td>$(0.02) - $(0.01)</td>
<td>$(0.08) - $(0.05)</td>
</tr>
</tbody>
</table>

Note: Non-GAAP net loss per share assuming approximately 155 million and 154 million weighted average shares outstanding as of Q3 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>Q2 FY23</th>
<th>Q2 FY24</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP Gross Profit</td>
<td>$222,668</td>
<td>$372,656</td>
<td>$88,011</td>
<td>$124,885</td>
</tr>
<tr>
<td>Stock-based Compensation Expense</td>
<td>$1,300</td>
<td>$5,078</td>
<td>$1,585</td>
<td>$1,698</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>$46</td>
</tr>
<tr>
<td>Non-GAAP Gross Profit</td>
<td>$224,302</td>
<td>$379,801</td>
<td>$90,117</td>
<td>$127,150</td>
</tr>
</tbody>
</table>

### Non-GAAP Gross Profit Margin %

- FY 2022: 89%
- FY 2023: 90%
- Q2 FY23: 89%
- Q2 FY24: 91%

---

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>Q2 FY23</th>
<th>Q2 FY24</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales &amp; Marketing Expense</td>
<td>$190,754</td>
<td>$309,992</td>
<td>$80,689</td>
<td>$92,116</td>
</tr>
<tr>
<td>Stock-based Compensation Expense</td>
<td>$(10,550)</td>
<td>$(48,001)</td>
<td>$(14,851)</td>
<td>$(21,295)</td>
</tr>
<tr>
<td>Restructuring charges</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$(118)</td>
</tr>
<tr>
<td>Non-GAAP Sales &amp; Marketing Expense</td>
<td>$180,204</td>
<td>$261,991</td>
<td>$65,838</td>
<td>$70,703</td>
</tr>
<tr>
<td>As % of Revenue</td>
<td>71%</td>
<td>62%</td>
<td>65%</td>
<td>51%</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>Q2 FY23</th>
<th>Q2 FY24</th>
</tr>
</thead>
<tbody>
<tr>
<td>Research &amp; Development Expense</td>
<td>$97,217</td>
<td>$156,143</td>
<td>$39,520</td>
<td>$49,007</td>
</tr>
<tr>
<td>Stock-based Compensation Expense</td>
<td>$(8,305)</td>
<td>$(36,325)</td>
<td>$(11,339)</td>
<td>$(12,477)</td>
</tr>
<tr>
<td>Restructuring charges</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$12</td>
</tr>
<tr>
<td>Non-GAAP Research &amp; Development Expense</td>
<td>$88,912</td>
<td>$119,818</td>
<td>$28,181</td>
<td>$36,542</td>
</tr>
<tr>
<td>As % of Revenue</td>
<td>35%</td>
<td>28%</td>
<td>28%</td>
<td>26%</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>Q2 FY23</th>
<th>Q2 FY24</th>
</tr>
</thead>
<tbody>
<tr>
<td>General &amp; Administrative Expense</td>
<td>$63,654</td>
<td>$117,932</td>
<td>$33,104</td>
<td>$37,819</td>
</tr>
<tr>
<td>Stock-based Compensation Expense</td>
<td>$(9,854)</td>
<td>$(33,163)</td>
<td>$(9,972)</td>
<td>$(10,898)</td>
</tr>
<tr>
<td>Amortization of Acquired Intangibles</td>
<td>$(331)</td>
<td>$(295)</td>
<td>$(74)</td>
<td>$(25)</td>
</tr>
<tr>
<td>Restructuring charges</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</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>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Non-GAAP General &amp; Administrative Expense</td>
<td>$53,469</td>
<td>$85,133</td>
<td>$23,058</td>
<td>$24,201</td>
</tr>
<tr>
<td>As % of Revenue</td>
<td>21%</td>
<td>20%</td>
<td>23%</td>
<td>17%</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>Q2 FY23</th>
<th>Q2 FY24</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP Operating Loss</td>
<td>$(128,957)</td>
<td>$(211,411)</td>
<td>$(65,302)</td>
<td>$(54,057)</td>
</tr>
<tr>
<td>Stock-based Compensation Expense</td>
<td>$30,009</td>
<td>$122,567</td>
<td>$37,747</td>
<td>$46,368</td>
</tr>
<tr>
<td>Amortization of Intangible Assets</td>
<td>$665</td>
<td>$2,362</td>
<td>$595</td>
<td>$546</td>
</tr>
<tr>
<td>Restructuring charges</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$172</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>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Non-GAAP Operating Loss</td>
<td>$(98,283)</td>
<td>$(87,141)</td>
<td>$(26,960)</td>
<td>$(4,296)</td>
</tr>
<tr>
<td><strong>Non-GAAP Operating Loss Margin %</strong></td>
<td>(39%)</td>
<td>(21%)</td>
<td>(27%)</td>
<td>(3%)</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>Q2 FY23</th>
<th>Q2 FY24</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Loss Attributable to GitLab</td>
<td>$(155,138)</td>
<td>$(172,311)</td>
<td>$(59,024)</td>
<td>$(50,080)</td>
</tr>
<tr>
<td>Amortization of Acquired Intangibles</td>
<td>$665</td>
<td>$2,362</td>
<td>$595</td>
<td>$546</td>
</tr>
<tr>
<td>Stock-based Compensation Expense</td>
<td>$30,009</td>
<td>$122,567</td>
<td>$37,747</td>
<td>$46,368</td>
</tr>
<tr>
<td>Restructuring charges</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$172</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>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Loss from Equity Method Investment, Net of Tax</td>
<td>$0</td>
<td>$2,468</td>
<td>$816</td>
<td>$917</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>$(1,646)</td>
<td>$1,268</td>
</tr>
<tr>
<td><strong>Non-GAAP Net Loss Attributable to GitLab</strong></td>
<td><strong>$(95,324)</strong></td>
<td><strong>$(67,735)</strong></td>
<td><strong>$(21,512)</strong></td>
<td><strong>$1,866</strong></td>
</tr>
<tr>
<td><strong>Non-GAAP Net Loss Margin %</strong></td>
<td><strong>(38%)</strong></td>
<td><strong>(16%)</strong></td>
<td><strong>(21%)</strong></td>
<td><strong>1%</strong></td>
</tr>
</tbody>
</table>

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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

2,000+ Team Members

2,700+ Handbook Webpages

60+ Countries

0 Offices

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

CREDIT Value Hierarchy
Prioritizes Results

20 Documented ways in which we reinforce Our Values
Thank you