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

**Business**

- 1 Platform
- 5,168 Base Customers\(^1\)
- 545 >$100K Customers
- 100% Remote Since inception

**Financial**

- $350M Run-Rate Revenue\(^1\)
- 75% YoY Run-Rate Revenue Growth\(^2\)
- >130% Dollar-Based Net Retention Rate\(^1\)
- 90% Non-GAAP Gross Margin\(^3\)

Note: Figures as of the three months ended April 30, 2022 (Q1 FY23) unless otherwise noted.

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

\(^2\) Represents growth in revenue from annualized Q1 FY22 to annualized Q1 FY23.

\(^3\) See Appendix for reconciliation with most directly comparable GAAP figure.
Every Company is Becoming a Software Company

Then:
- Financial Services
- Public Sector
- Retail
- Transportation

Now:
- Mobile Banking
- Public Sector
- Retail
- Transportation
DevOps is
The Way to Make Software
The Four Phases of DevOps

BYO DevOps
Bring-Your-Own
Disparate set of tools

BIC DevOps
Best-In-Class
Standardized toolchain

DIY DevOps
Do-It-Yourself
Custom integration

DevOps Platform
Single Application

Disparate set of tools
Standardized toolchain
Custom integration

DevOps Platform
Single DevOps Platform
Manage
Plan
Create
Verify
Package
Release
Secure
Configure
Monitor
The One DevOps Platform for software innovation

- Project planning
- Source code management
- Continuous integration
- Infrastructure configuration
- Incident monitoring
- Application security
- And so much more...

One user interface

Unified data model
Consolidation onto DevOps Platforms Supports Long-Term Market Growth

“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”

Increase in Platform usage correlates to a decrease in point solution usage

---

1Gartner Market Guide for Value Stream Delivery Platforms, Manjunath Bhat, Thomas Murphy, Daniel Betts, Chris Saunderson, Hassan Ennaciri, Joachim Herschmann, 18 October 2021

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Creating Interdependence and Driving Adoption Downstream

**Land**
- Foundational entry point

**Current expansion**
- Secure
  - SAST
  - DAST
  - Fuzz testing
  - Dependency testing
  - Secret detection
  - Vulnerability management
  - Code quality
  - License compliance
- Package
  - Package registry
  - Dependency proxy
  - Container registry
  - Helm chart registry
  - Release evidence
  - Git LFS
- Release
  - Continuous delivery (CD)
  - Pages
  - Review apps
  - Advanced deployments
  - Feature flags
  - Release orchestration

**Future expansion**
- Configure
  - Auto DevOps
  - Kubernetes management
  - Infrastructure as code
  - Secrets management
  - ChatOps
  - Serverless
  - Cluster cost management
- Monitor
  - Incident management
  - Metrics
  - Error tracking
  - Logging
  - Product analytics
  - Tracing
  - Runbooks
- Protect
  - Container scanning
  - Container host security
  - Container network security
  - Security orchestration

**Plan**
- Issue tracking
- Time tracking
- Boards
- Epics
- Service desk
- Design management
- Roadmaps
- Requirements management
- Quality management

**Create**
- Source code management (SCM)
- Code review
- Snippets
- Wiki
- Static site editor
- Web IDE
- Live preview

**Verify**
- Continuous integration (CI)
- Accessibility testing
- Code testing and coverage
- Merge trains
- Performance testing
- Usability testing

**Feature maturity key:** Lovable/complete, Viable, Minimal
Accelerate Innovation

Dual-Flywheel Development Strategy

New product version released 127 Months\(^1\) in a row

\(^1\) As of April 30, 2022
GitLab Can Enable Delivery of 407% ROI Within Three years of Deployment

Source: GitLab commissioned a Total Economic Impact™ study in 2020 conducted by Forrester Consulting that found GitLab customers can see a 407% return within just the first three years of deployment.

1 When Deployed to Revenue-Generating Applications.
Our Opportunity
Aligning our Go-to-Market Strategy to our Opportunity

- Viral product adoption
- Strong product familiarity
- Bottoms-Up adoption
- Massive base of Free Users
- Demanded by Developers
We Don’t Price Per Stage

**Free**
- $0 per user per month
- Buyer Persona: **Individual Contributors**
  - All stages of the DevOps lifecycle
  - Open source license (MIT)

**Premium**
- $19 per user per month
- Buyer Persona: **Directors** (all users within organization have the same plan*)
  - All the benefits of Free
  - Faster code reviews
  - Operational insights
  - Project management
  - Code and deployment release controls
  - 24/7 customer support

**Ultimate**
- $99 per user per month
- Buyer Persona: **Executives** (all users within organization have the same plan*)
  - All the benefits of Premium
  - Advanced security testing
  - Portfolio management
  - Compliance and planning
  - Value stream analytics
  - Unlimited guest users at no additional cost

*Highest level plan in use at the organization will be the one rolled out to all users within the business.
Agnostic to How We Deploy Our Platform

GitLab.com (SaaS) Fully-Managed
- Software fully managed by GitLab
- For customers who want to consume as a service

Self-Managed
- Majority of installations are in the public cloud
- Software instance managed by the customer
- For customers seeking control of deployment

Single codebase across both deployment options
Customers Across a Wide Array of Verticals

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Challenge

- T-Mobile was looking for a unified platform that would allow developers to deliver value to their customers faster while decreasing the cognitive load and context switching concerns that resulted from their prior toolchain.

Benefits

- Consistent developer experience: Using GitLab as the DevOps platform, they have improved developer output, running about 3 million CI/CD jobs every month.
- Better products faster: T-Mobile has achieved 10x the deployment frequency by switching to GitLab, while also preserving the end-user experience by easily adjusting and rolling back changes when needed.
- Improved Time to Value with SaaS: T-Mobile's development team is able to consume requested fixes at a much faster rate: from 3-6 months using On-Premise solutions to just 3 weeks with GitLab SaaS Premium.

"At the end of the day, GitLab is primarily focused on creating a better developer experience. Just like T-Mobile is. So we're aligned on vision; we're aligned in terms of communication from a transparency perspective. We also talk about how we can improve [something] on the GitLab side or on the T-Mobile side and both parties are coming up with ideas to make for a better experience. That's the definition of a strategic partnership."
Challenge

- UBS's cloud journey is targeted at developing a market-leading, dynamic development experience – with the ultimate goal of producing faster, high-quality, innovative solutions for clients while increasing efficiency.

Benefits

- Consistent developer experience: Using GitLab as the DevOps platform, they have improved developer output, running about 3 million CI/CD jobs every month.
- Enabled UBS to engineer solutions that offer an improved client experience
- Accelerated their ability to roll out development, production, failover, and test environments to achieve auto scaling cloud-natively within the security parameters of an air gapped environment
- Increased productivity and market competitiveness by unifying app engineering through a single platform

This case study is based on correspondence and interviews with the UBS Information Technology (UBS IT) team as conducted by the Gitlab team during the adoption of the GitLab DevOps Platform, while UBS IT is an affiliate of UBS IB, no member of the UBS IT team had a role or part in the drafting or preparation of this case study.
Investing in Building out our Ecosystem

**Infrastructure Partners**
Allow GitLab to deliver better software faster. Our cloud native integrations are a direct line to environments trusted by developers.

**Technical 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
- ATLASIAN
- boxboat
- Insight
Driven by a Distinguished Company Culture

CREDIT Value Hierarchy Prioritizes Results

Results

Iteration

Transparency

Collaboration

Diversity, inclusion and belonging

Efficiency

20 Documented ways in which we reinforce Our Values
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

1,700+ Team Members
~65 Countries
2,300+ Handbook Webpages
0 Headquarters
Financial Highlights
# Financial Highlights

Q1 FY’2023

<table>
<thead>
<tr>
<th>Financial Metric</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Run-Rate Revenue</td>
<td>$350M</td>
</tr>
<tr>
<td>YoY Run-Rate Revenue Growth</td>
<td>75%</td>
</tr>
<tr>
<td>Base Customers</td>
<td>5,168</td>
</tr>
<tr>
<td>Non-GAAP Gross Margin</td>
<td>90%</td>
</tr>
<tr>
<td>Dollar-Based Net Retention</td>
<td>&gt;130%</td>
</tr>
<tr>
<td>&gt; $100K Customers</td>
<td>545</td>
</tr>
</tbody>
</table>

1 Definition can be found in the Appendix.

2 Represents growth in revenue from annualized Q1 FY22 to annualized Q1 FY23.

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

\begin{itemize}
\item Q1 FY21: $118
\item Q2 FY21: $137
\item Q3 FY21: $169
\item Q4 FY21: $185
\item Q1 FY22: $200
\item Q2 FY22: $233
\item Q3 FY22: $267
\item Q4 FY22: $311
\item Q1 FY23: $350
\end{itemize}

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

75% YOY Growth
Growing Customer Base

Base Customers

Customers Generating > $100k ARR

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

Non-GAAP Gross Margin

- Q1-FY21: 87%
- Q2-FY21: 89%
- Q3-FY21: 89%
- Q4-FY21: 87%
- Q1-FY22: 88%
- Q2-FY22: 90%
- Q3-FY22: 89%
- Q4-FY22: 90%
- Q1-FY23: 90%

Non-GAAP Operating Expenses (% of Revenue)

- S&M as % of Revenue
- R&D as % of Revenue
- G&A as % 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)

- Q1-FY21: (103%)
- Q2-FY21: (78%)
- Q3-FY21: 53%
- Q4-FY21: 48%
- Q1-FY22: 45%
- Q2-FY22: 42%
- Q3-FY22: 36%
- Q4-FY22: 35%
- Q1-FY23: 28%

**GAAP Operating Cash Flow** (% of Revenue)

- Q1-FY21: (86%)
- Q2-FY21: (77%)
- Q3-FY21: (16%)
- Q4-FY21: (43%)
- Q1-FY22: (29%)
- Q2-FY22: (15%)
- Q3-FY22: (1%)
- Q4-FY22: (32%)
- Q1-FY23: (28%)

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

- Platform shift is still early
- 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
Second Quarter and Fiscal Year 2023
($ in millions, except per share data)

<table>
<thead>
<tr>
<th></th>
<th>Q2 FY 2023 Guidance</th>
<th>FY 2023 Guidance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$93.5 - $94.5</td>
<td>$398.0 - $402.0</td>
</tr>
<tr>
<td>Non-GAAP operating loss</td>
<td>$(34.0) - $(33.0)</td>
<td>$(130.5) - $(127.5)</td>
</tr>
<tr>
<td>Non-GAAP net loss per share</td>
<td>$(0.24) - $(0.23)</td>
<td>$(0.93) - $(0.89)</td>
</tr>
</tbody>
</table>

Note: Non-GAAP net loss per share assuming approximately 147 million and 148 million weighted average shares outstanding as of 2Q FY2023 and FY23, respectively.
Appendix
Definitions

**Customer:** a single organization with separate subsidiaries, segments, or divisions that use The 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 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.
## GAAP to Non-GAAP Reconciliation

### Gross Profit ($ in thousands)

<table>
<thead>
<tr>
<th></th>
<th>FY 2021</th>
<th>FY 2022</th>
<th>Q1 FY22</th>
<th>Q1 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP Gross Profit</td>
<td>$133,713</td>
<td>$222,668</td>
<td>$43,505</td>
<td>$77,559</td>
</tr>
<tr>
<td>Add: Stock-based Compensation Expense</td>
<td>1,185</td>
<td>1,300</td>
<td>152</td>
<td>790</td>
</tr>
<tr>
<td>Add: Amortization of Intangible Assets</td>
<td>0</td>
<td>334</td>
<td>0</td>
<td>504</td>
</tr>
<tr>
<td>Non-GAAP Gross Profit</td>
<td>$134,898</td>
<td>$224,302</td>
<td>$43,657</td>
<td>$78,853</td>
</tr>
<tr>
<td>Non-GAAP Gross Profit Margin %</td>
<td>89%</td>
<td>89%</td>
<td>87%</td>
<td>90%</td>
</tr>
</tbody>
</table>

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

Sales & Marketing Expense ($ in thousands)

<table>
<thead>
<tr>
<th></th>
<th>FY 2021</th>
<th>FY 2022</th>
<th>Q1 FY22</th>
<th>Q1 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales &amp; Marketing Expense</td>
<td>$154,086</td>
<td>$190,754</td>
<td>$38,854</td>
<td>$66,710</td>
</tr>
<tr>
<td>Less: Stock-based Compensation Expense</td>
<td>(21,504)</td>
<td>(10,550)</td>
<td>(1,439)</td>
<td>(7,051)</td>
</tr>
<tr>
<td>Non-GAAP Sales &amp; Marketing Expense</td>
<td>$132,582</td>
<td>$180,204</td>
<td>$37,415</td>
<td>$59,659</td>
</tr>
<tr>
<td>As % of Revenue</td>
<td>87%</td>
<td>71%</td>
<td>75%</td>
<td>68%</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)

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

<table>
<thead>
<tr>
<th></th>
<th>FY 2021</th>
<th>FY 2022</th>
<th>Q1 FY22</th>
<th>Q1 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Research &amp; Development Expense</td>
<td>$106,643</td>
<td>$97,217</td>
<td>$21,340</td>
<td>$31,830</td>
</tr>
<tr>
<td>Less: Stock-based Compensation Expense</td>
<td>(31,519)</td>
<td>(8,305)</td>
<td>(965)</td>
<td>(5,036)</td>
</tr>
<tr>
<td>Non-GAAP Research &amp; Development Expense</td>
<td>$75,124</td>
<td>$88,912</td>
<td>$20,375</td>
<td>$26,794</td>
</tr>
<tr>
<td>As % of Revenue</td>
<td>49%</td>
<td>35%</td>
<td>41%</td>
<td>31%</td>
</tr>
</tbody>
</table>
### GAAP to Non-GAAP Reconciliation

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

<table>
<thead>
<tr>
<th></th>
<th>FY 2021</th>
<th>FY 2022</th>
<th>Q1 FY22</th>
<th>Q1 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>General &amp; Administrative Expense</td>
<td>$86,868</td>
<td>$63,654</td>
<td>$9,339</td>
<td>$21,892</td>
</tr>
<tr>
<td>Less: Stock-based Compensation Expense</td>
<td>(57,638)</td>
<td>(9,854)</td>
<td>(875)</td>
<td>(4,594)</td>
</tr>
<tr>
<td>Add: Amortization of Acquired Intangibles</td>
<td>(222)</td>
<td>(331)</td>
<td>(84)</td>
<td>(77)</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>$8,380</strong></td>
<td><strong>$17,221</strong></td>
</tr>
<tr>
<td><strong>As % of Revenue</strong></td>
<td>19%</td>
<td>21%</td>
<td>17%</td>
<td>20%</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>Q1 FY22</th>
<th>Q1 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP Operating Loss</td>
<td>$(213,884)</td>
<td>$(128,957)</td>
<td>$(26,028)</td>
<td>$(42,873)</td>
</tr>
<tr>
<td>Add: Stock-based Compensation Expense</td>
<td>111,846</td>
<td>30,009</td>
<td>3,431</td>
<td>17,471</td>
</tr>
<tr>
<td>Add: Amortization of Acquired Intangibles</td>
<td>222</td>
<td>665</td>
<td>84</td>
<td>581</td>
</tr>
<tr>
<td>Non-GAAP Operating Loss</td>
<td>$(101,816)</td>
<td>$(98,283)</td>
<td>$(22,513)</td>
<td>$(24,821)</td>
</tr>
<tr>
<td>Non-GAAP Operating Loss Margin %</td>
<td>(67%)</td>
<td>(39%)</td>
<td>(45%)</td>
<td>(28%)</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>Q1 FY22</th>
<th>Q1 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Loss Attributable to GitLab</td>
<td>$(192,194)</td>
<td>$(155,138)</td>
<td>$(27,937)</td>
<td>$(26,099)</td>
</tr>
<tr>
<td>Add: Stock-based Compensation Expense</td>
<td>111,846</td>
<td>30,009</td>
<td>3,431</td>
<td>17,471</td>
</tr>
<tr>
<td>Add: Amortization of Acquired Intangibles</td>
<td>222</td>
<td>665</td>
<td>84</td>
<td>581</td>
</tr>
<tr>
<td>Add: Foreign Exchange (Gains) Losses, Net</td>
<td>(23,423)</td>
<td>29,140</td>
<td>1,051</td>
<td>(860)</td>
</tr>
<tr>
<td>Add: Loss from Equity Method Investment, Net of Tax</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>203</td>
</tr>
<tr>
<td>Add: De-Consolidation (Gains) Losses</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>(17,798)</td>
</tr>
<tr>
<td>Non-GAAP Net Loss Attributable to GitLab</td>
<td>$(103,549)</td>
<td>$(95,324)</td>
<td>$(23,371)</td>
<td>$(26,502)</td>
</tr>
<tr>
<td>Non-GAAP Net Loss Margin %</td>
<td>(68%)</td>
<td>(38%)</td>
<td>(47%)</td>
<td>(30%)</td>
</tr>
</tbody>
</table>

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