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.
<table>
<thead>
<tr>
<th>Metric</th>
<th>FY21</th>
<th>FY22</th>
<th>Q2 FY23</th>
<th>Q2 FY22 to Q2 FY23 CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Base Customers</td>
<td>2,745</td>
<td>4,593</td>
<td>5,864</td>
<td>66%</td>
</tr>
<tr>
<td>&gt;$100K Customers</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Run-Rate Revenue</td>
<td></td>
<td></td>
<td>$404M</td>
<td></td>
</tr>
<tr>
<td>YOY Run-Rate Revenue Growth</td>
<td></td>
<td></td>
<td>74%</td>
<td></td>
</tr>
<tr>
<td>Non-GAAP Gross Margin</td>
<td>&gt;130%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dollar-Based Net Retention Rate</td>
<td></td>
<td>100%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Remote since inception</td>
<td>1</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Platform</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Note: Figures as of the three months ended July 31, 2022 (Q2 FY23) unless otherwise noted.

1 Definition can be found in the Appendix.
2 Represents growth in revenue from annualized Q2 FY22 to annualized Q2 FY23.
3 See Appendix for reconciliation with most directly comparable GAAP figure.
High growth market opportunity

According to Gartner, we’ll see **3X adoption of DevOps platforms** in the next few years.

- **$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
The Challenge
Every company must be great at developing, securing, and deploying software.
DIY DevOps is Getting Exponentially Harder

- Exponential growth of project tool integrations
- DevOps maturity → More tools per project
- Microservices → More projects
The Solution
GitLab offers a better approach

The One DevOps Platform

✓ Unified data model
✓ One user interface
✓ Single application
✓ Cloud agnostic
✓ Superior user experience
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.
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.
A comprehensive platform across the entire software delivery lifecycle
GitLab enables delivery of 407% ROI

Four Areas of ROI

Level 1
Software tool licence cost reduction

Level 2
Eliminate tool chain integration costs

Level 3
Higher productivity, better dev experience

Level 4
Revenue acceleration due to faster cycle time

Time (with growing GitLab adoption across your organization)

Four Areas of ROI

Source: Forrester Consulting Total Economic Impact™ study in 2020. 407% within the first three years of deployment to revenue-generating applications.
### 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>
<tbody>
<tr>
<td>Flexibility</td>
<td>● SaaS for customers who want to consume as a service</td>
</tr>
<tr>
<td></td>
<td>● Self-Managed for customers who want deployment control</td>
</tr>
<tr>
<td>Cloud Agnostic</td>
<td>● Deploy anywhere enabling multi-cloud strategy</td>
</tr>
<tr>
<td></td>
<td>● Avoid vendor lock-in - no single cloud preferential treatment</td>
</tr>
<tr>
<td>User Experience</td>
<td>● Integrated, one platform experience prevents context switching</td>
</tr>
<tr>
<td>Open Core Platform</td>
<td>● We build with our customers</td>
</tr>
</tbody>
</table>
Iteration drives innovation

Dual Flywheel Approach:
- Innovation from GitLab
- Innovation from community contribution

Result:
130* consecutive monthly releases drive more use cases, capabilities, and functionality.

*As of July 31, 2022
Go-to-Market Strategy
Leading the category via multi-faceted go-to-market

- Product-led growth
- High velocity inside sales
- High value enterprise sales

- Large Enterprise
- Mid-Market
- Small and Medium Business
Land and expand model

Point tools are displaced one by one along the journey

- Land with developers on Create & Verify
- Expand to more 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
- Atlassian
- Accenture
- Carahsoft
- SHI
- Insight
All users in a company are on the same tier

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

**Premium**
- $19 per user per month
- Buyer Persona: **Directors**
  - All the benefits of Free
  - Faster code reviews
  - Operational insights
  - Project management
  - Code and deployment release controls
  - 24/7 customer support

**Ultimate**
- $99 per user per month
- Buyer Persona: **Executives**
  - All the benefits of Premium
  - Advanced security testing
  - Portfolio management
  - Compliance and planning
  - Value stream analytics
  - Unlimited guest users at no additional cost
Our Customers
Global customers 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</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>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>
It’s simple. All teams operate around this one tool. Instantly, that made communication easier. We wouldn’t be where we are today if we didn’t have GitLab in our stack.

Logan Weber
Software Automation Engineer, Airbus

**Problem**
Airbus wanted one platform to support a better developer workflow and collaboration

**Solution**
GitLab Self Managed Premium

**Result**
GitLab has delivered better code quality, and improved collaboration and developer happiness for Airbus.

- 144x increase in product release velocity.
- 425% increase in project growth – from 50 to 850 projects – in five years.
- Decreased feature release time from 24 hours to 10 minutes.
GitLab is far ahead of its competitors and provides one product which offers an easy-to-set-up, easy-to-start product with all these capabilities integrated.

Daniel Widerin  
Head of Software Delivery, Hilti
Financial Highlights
Q2 FY’2023

$404M
Run-Rate Revenue¹

74%
YoY Run-Rate Revenue Growth²

5,864
Base Customers¹

593
> $100K Customers

89%
Non-GAAP Gross Margin³

>130%
Dollar-Based Net Retention

¹ Definition can be found in the Appendix.
² Represents growth in revenue from annualized Q2 FY22 to annualized Q2 FY23.
³ See Appendix for reconciliation with most directly comparable GAAP figure.
Strong Momentum at Scale
Run-Rate Revenue (millions)

Q2 FY21: $137
Q3 FY21: $169
Q4 FY21: $185
Q1 FY22: $200
Q2 FY22: $233
Q3 FY22: $267
Q4 FY22: $311
Q1 FY23: $350
Q2 FY23: $404

74% YOY Growth

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

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q2-FY21</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>Gross Margin (%)</td>
<td>89%</td>
<td>89%</td>
<td>89%</td>
<td>87%</td>
<td>88%</td>
<td>90%</td>
<td>89%</td>
<td>90%</td>
<td>89%</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q2-FY21</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>Operating Expenses (%)</td>
<td>92%</td>
<td>81%</td>
<td>77%</td>
<td>75%</td>
<td>73%</td>
<td>72%</td>
<td>67%</td>
<td>68%</td>
<td>65%</td>
</tr>
</tbody>
</table>

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

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

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>(78%)</td>
<td>(53%)</td>
<td>(48%)</td>
<td>(45%)</td>
<td>(42%)</td>
<td>(36%)</td>
<td>(35%)</td>
<td>(28%)</td>
</tr>
</tbody>
</table>

GAAP Operating Cash Flow (% of Revenue)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>(77%)</td>
<td>(34%)</td>
<td>(16%)</td>
<td>(15%)</td>
<td>(32%)</td>
<td>(30%)</td>
<td>(29%)</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

Third Quarter and Fiscal Year 2023 ($ in millions, except per share data)

<table>
<thead>
<tr>
<th></th>
<th>Q3FY 2023 Guidance</th>
<th>FY 2023 Guidance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$105.0 - $106.0</td>
<td>$411.0 - $414.0</td>
</tr>
<tr>
<td>Non-GAAP operating loss</td>
<td>$(27.5) - $(26.5)</td>
<td>$(111.5) - $(108.5)</td>
</tr>
<tr>
<td>Non-GAAP net loss per share</td>
<td>$(0.16) - $(0.15)</td>
<td>$(0.67) - $(0.64)</td>
</tr>
</tbody>
</table>

Note: Non-GAAP net loss per share assuming approximately 149 million and 148 million weighted average shares outstanding as of Q3 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>Q2 FY22</th>
<th>Q2 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP Gross Profit</td>
<td>$133,713</td>
<td>$222,668</td>
<td>$50,935</td>
<td>$88,011</td>
</tr>
<tr>
<td>Add: Stock-based Comp.</td>
<td>$1,185</td>
<td>$1,300</td>
<td>$239</td>
<td>$1,585</td>
</tr>
<tr>
<td>Add: Amort. of Intangibles</td>
<td>$0</td>
<td>$334</td>
<td>$0</td>
<td>$521</td>
</tr>
<tr>
<td>Non-GAAP Gross Profit</td>
<td>$134,898</td>
<td>$224,302</td>
<td>$51,174</td>
<td>$90,117</td>
</tr>
<tr>
<td>Non-GAAP Gross Profit %</td>
<td>89%</td>
<td>89%</td>
<td>88%</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>Q2 FY22</th>
<th>Q2 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales &amp; Marketing Expense</td>
<td>$154,086</td>
<td>$190,754</td>
<td>$44,165</td>
<td>$80,689</td>
</tr>
<tr>
<td>Less: Stock-based Compensation Expense</td>
<td>$(21,504)</td>
<td>$(10,550)</td>
<td>$(1,687)</td>
<td>$(14,851)</td>
</tr>
<tr>
<td>Non-GAAP Sales &amp; Marketing Expense</td>
<td>$132,582</td>
<td>$180,204</td>
<td>$42,478</td>
<td>$65,838</td>
</tr>
<tr>
<td>As % of Revenue</td>
<td>87%</td>
<td>71%</td>
<td>73%</td>
<td>65%</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>Research &amp; Development Expense</th>
<th>FY 2021</th>
<th>FY 2022</th>
<th>Q2 FY22</th>
<th>Q2 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Less: Stock-based Compensation Expense</td>
<td>$(31,519)</td>
<td>$(8,305)</td>
<td>$(1,541)</td>
<td>$(11,339)</td>
</tr>
<tr>
<td>Non-GAAP Research &amp; Development Expense</td>
<td>$75,124</td>
<td>$88,912</td>
<td>$21,062</td>
<td>$28,181</td>
</tr>
<tr>
<td>As % of Revenue</td>
<td>49%</td>
<td>35%</td>
<td>36%</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)**

**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>Q2 FY22</th>
<th>Q2 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>General &amp; Administrative Expense</strong></td>
<td>$86,868</td>
<td>$63,654</td>
<td>$13,998</td>
<td>$33,104</td>
</tr>
<tr>
<td>Less: Stock-based Compensation Expense</td>
<td>$(57,638)</td>
<td>$(9,854)</td>
<td>$(1,765)</td>
<td>$(9,972)</td>
</tr>
<tr>
<td>Add: Amortization of Acquired Intangibles</td>
<td>$(222)</td>
<td>$(331)</td>
<td>$(85)</td>
<td>$(74)</td>
</tr>
<tr>
<td><strong>Non-GAAP General &amp; Administrative Expense</strong></td>
<td>$29,008</td>
<td>$53,469</td>
<td>$12,148</td>
<td>$23,058</td>
</tr>
<tr>
<td><strong>As % of Revenue</strong></td>
<td>19%</td>
<td>21%</td>
<td>21%</td>
<td>23%</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>Q2 FY22</th>
<th>Q2 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP Operating Loss</td>
<td>$(213,884)</td>
<td>$(128,957)</td>
<td>$(29,831)</td>
<td>$(65,302)</td>
</tr>
<tr>
<td>Add: Stock-based Compensation Expense</td>
<td>$111,846</td>
<td>$30,009</td>
<td>$5,232</td>
<td>$37,747</td>
</tr>
<tr>
<td>Add: Amortization of Acquired Intangibles</td>
<td>$222</td>
<td>$665</td>
<td>$85</td>
<td>$595</td>
</tr>
<tr>
<td>Non-GAAP Operating Loss</td>
<td>$(101,816)</td>
<td>$(98,283)</td>
<td>$(24,514)</td>
<td>$(26,960)</td>
</tr>
<tr>
<td>Non-GAAP Operating Loss Margin %</td>
<td>(67%)</td>
<td>(39%)</td>
<td>(42%)</td>
<td>(27%)</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>Q2 FY22</th>
<th>Q2 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Loss Attributable to GitLab</td>
<td>$(192,194)</td>
<td>$(155,138)</td>
<td>$(40,189)</td>
<td>$(59,024)</td>
</tr>
<tr>
<td>Add: Stock-based Compensation Expense</td>
<td>$111,846</td>
<td>$30,009</td>
<td>$5,232</td>
<td>$37,747</td>
</tr>
<tr>
<td>Add: Amortization of Acquired Intangibles</td>
<td>$222</td>
<td>$665</td>
<td>$85</td>
<td>$595</td>
</tr>
<tr>
<td>Add: Foreign Exchange (Gains) Losses, Net</td>
<td>$(23,423)</td>
<td>$29,140</td>
<td>$8,821</td>
<td>$(1,646)</td>
</tr>
<tr>
<td>Add: Loss from Equity Method Investment, Net of Tax</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$816</td>
</tr>
<tr>
<td>Add: De-Consolidation (Gains) Losses</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Non-GAAP Net Loss Attributable to GitLab</td>
<td>$(103,549)</td>
<td>$(95,324)</td>
<td>$(26,051)</td>
<td>$(21,512)</td>
</tr>
<tr>
<td><strong>Non-GAAP Net Loss Margin %</strong></td>
<td><strong>(68%)</strong></td>
<td><strong>(38%)</strong></td>
<td><strong>(45%)</strong></td>
<td><strong>(21%)</strong></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

1,800+ Team Members

~60 Countries

2,600+ Handbook Webpages

0 Offices

As of July 31, 2022
Driven by a Distinguished Company Culture

CREDIT Value Hierarchy
Prioritizes Results

- Collaboration
- Iteration
- Results
- Transparency
- Efficiency
- Diversity, inclusion and belonging

20 Documented ways in which we reinforce Our Values
Thank you