Investor Presentation

First Quarter Fiscal Year 2027

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 ability to effectively manage our growth; 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; intense competition in our markets and loss of market share to our competitors; our ability to respond to rapid technological changes; the market for our services may not grow; a decline in our customer renewals and expansions; fluctuations in our operating results; our incorporation of artificial intelligence features into our products; our transparency; our publicly available company Handbook; customers staying on our open-source or free SaaS product offering; 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.

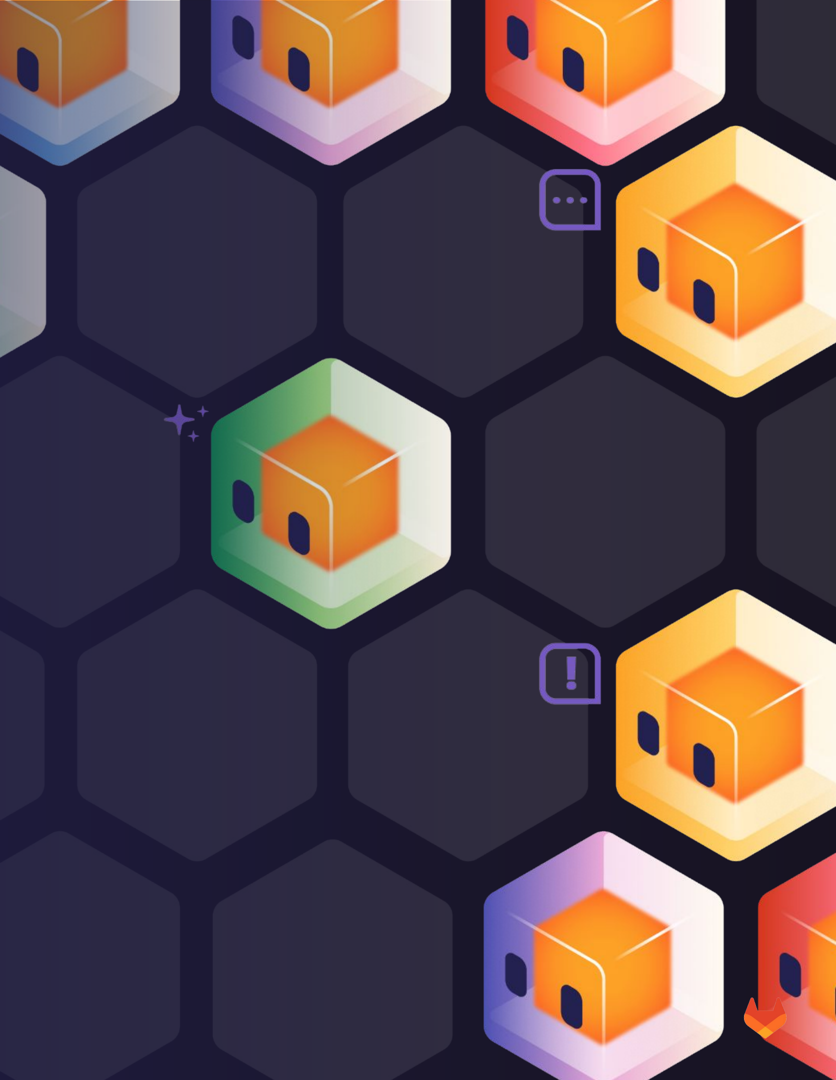
First quarter fiscal year 2027 results

$264M Revenue[1]	**23%** YoY Revenue Growth[1]	**14%** Q1 FY27 Non-GAAP Operating Margin[1]
203bps Q1 FY27 Non-GAAP Operating Margin[1] Expansion	**$147M** Adjusted Free Cash Flow[1]	**56%** Q1 FY27 Non-GAAP Adj. Free Cash Flow Margin[1]

Note: Figures as of the three months ended April 30, 2026 (Q1 FY27) unless otherwise noted
[1] Definitions and reconciliations with most directly comparable GAAP figure can be found in the Appendix

Finally, AI for the entire software lifecycle

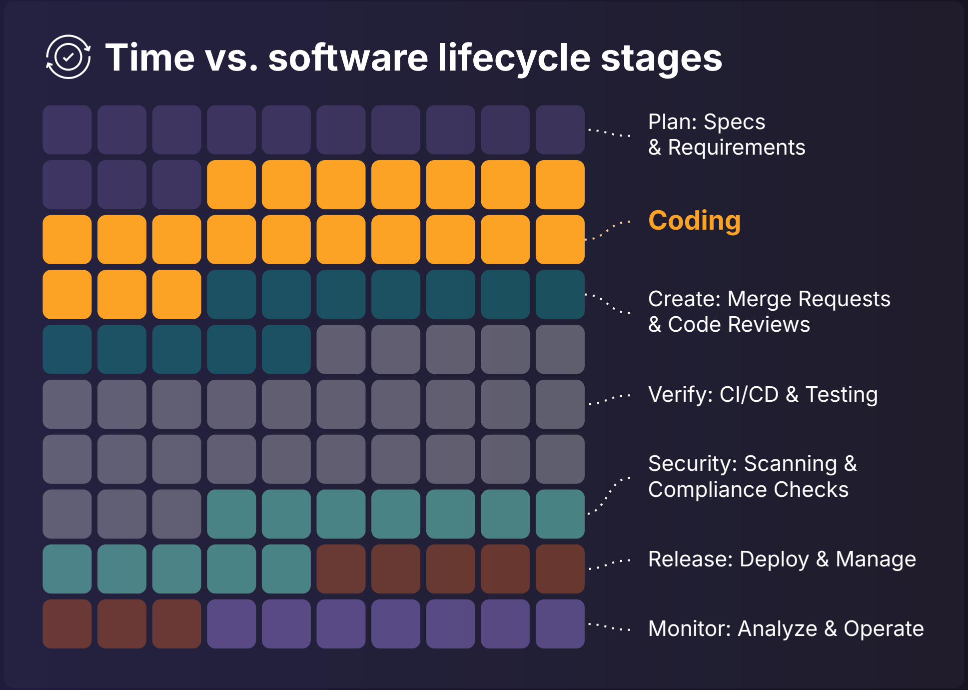
GitLab is where teams stay in flow with their AI agents and **ship software faster.**



The problem

AI Paradox

Faster coding ≠ faster delivery



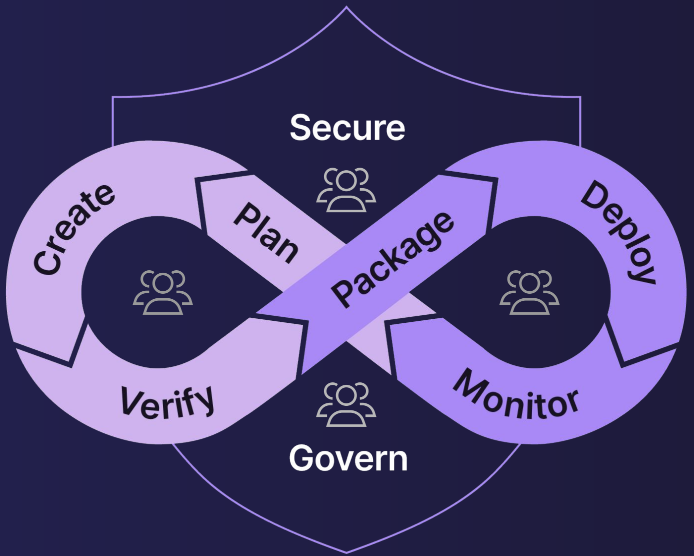
The problem

Most environments today look like this...

With AI, it’s time to rethink the software lifecycle

Stage-based

Humans in the loop,
managing handoffs

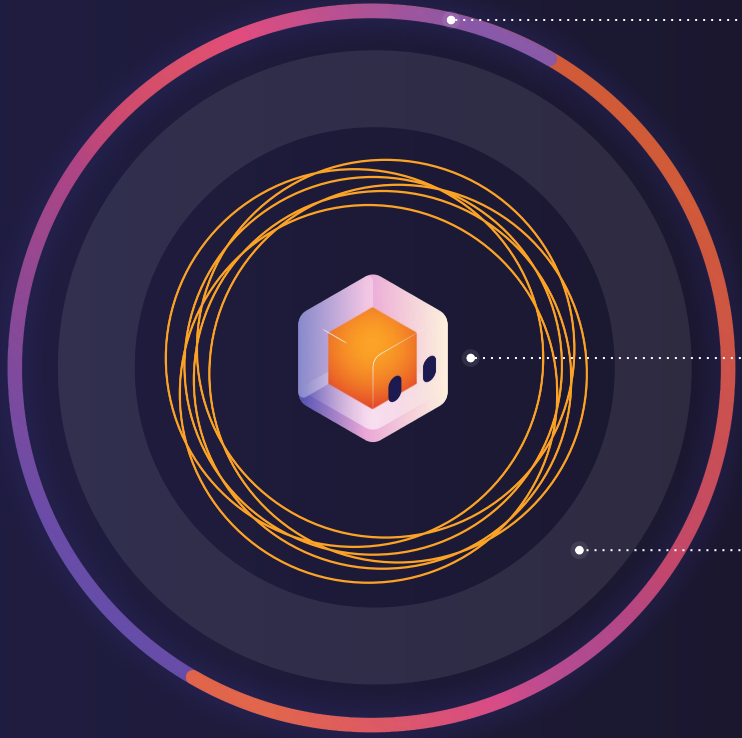


Continuous

Teams “above the loop”,
orchestrating their AI agents

The solution

Intelligent Orchestration platform



Enterprise Guardrails

Cloud agnostic
AI provide agnostic
Self-hosted models
Hosted runners
Disaster recovery
Access control
Compute & storage

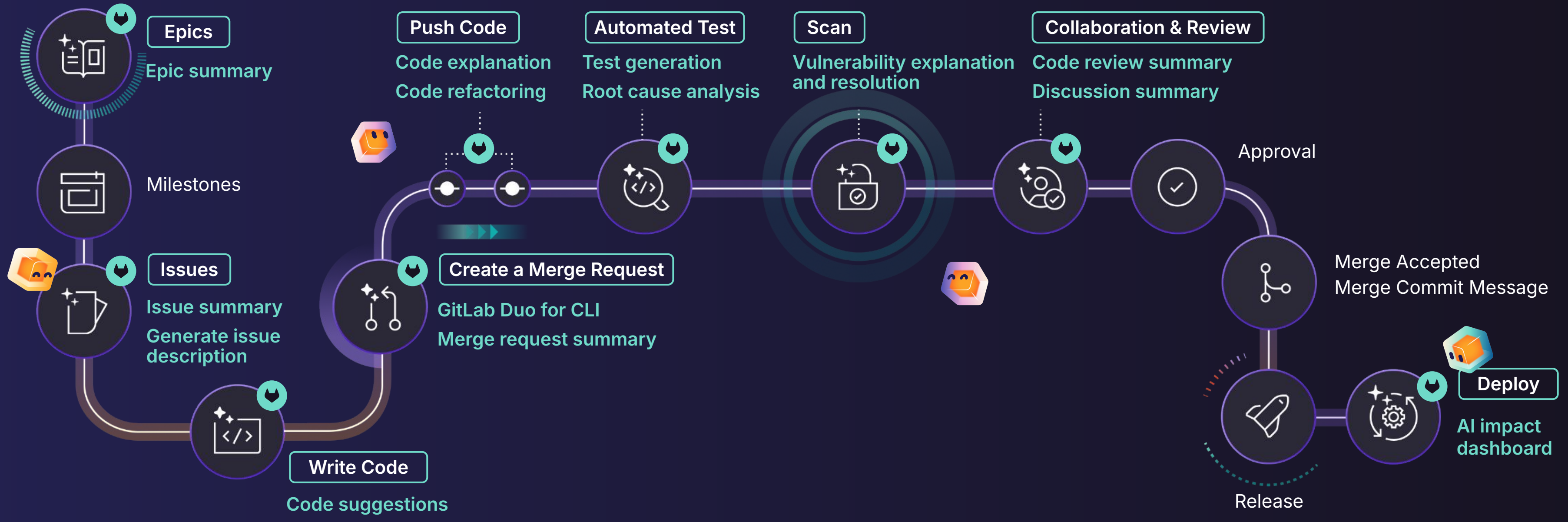
Agentic Core

Human-agent collaboration,Agentic control plane,Unified context

Unified DevOps & Security Tooling

Source code management
Code reviews + scanning
CI/CD
Policy enforcement
Compliance + vulnerability management

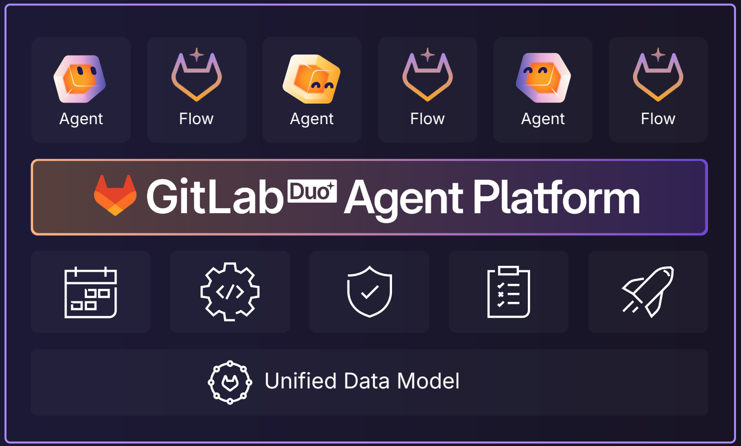
An end-to-end software development and deployment workflow powered by AI



Enterprise Workflows

Teams orchestrate. Their agents execute.

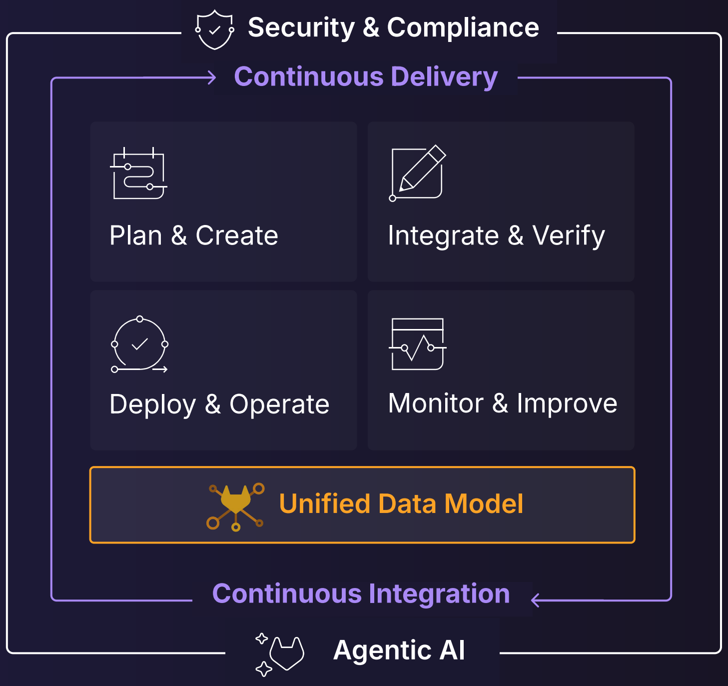
- Out of the box agents and multi-agent flows
- Agents create and execute multi-step plans
- Build / publish agents & flows via the AI Catalog
- Integrated with external agents (e.g. Claude Code)
- Available in GitLab UI, IDEs, and CI/CD pipelines



Enterprise Context

Enable single shared source of truth

- Complete context across the SDLC
- Many projects, many release cycles
- Rich with real-time context, by design
- Reduces latency for AI agents & flows
- MCP support to unlock external context



Enterprise Guardrails

Deploy within specific requirements

- Custom security and compliance rules
- Full control over data and governance
- LLM and context selection for agentic AI
- Self-hosted LLM option for Self-Managed
- Zero day data retention with AI providers

GitLab Self-Managed
Run your own GitLab

GitLab.com Cloud SaaS
Multi-tenant SaaS

GitLab Dedicated
Single-tenant SaaS in your region of choice

GitLab Dedicated
for US Government

Only solution with flexible deployment options

GitLab Self-managed

Run your own GitLab
- Deploy anywhere
- Full control
- GitLab-managed and self-hosted models

GitLab.com Cloud SaaS

Multi-tenant SaaS
- Fastest deployment
- Lowest total cost of operations

GitLab Dedicated

Single-tenant SaaS maintained by GitLab:
- Private networking
- Multiple cloud regions
- Data residency
- Built-in HA & DR
- AWS cloud

GitLab Dedicated for US Government

GitLab Dedicated with:
- FIPS compliant images
- FedRamp Moderate ATO
- AWS GovCloud

Significant ROI and short payback period

483%

Return on investment (ROI)

< 6 months

Payback period of less than 6 months

Reduced complexity

Reduced vulnerabilities

Faster integration

Faster time to market

Source: GitLab-commissioned Forrester Consulting Total Economic Impact™ study in 2024. 483% ROI within the first three years of deployment for a composite organization with $5B in annual revenue.

GitLab leads 4 out of 6 categories

2025 Gartner Critical Capabilities for DevOps Platforms

Use cases	GitLab
Agile Software Delivery	#1
Cloud-Native App Delivery	#1
Platform Engineering	#1
Regulated Delivery	#1
Mobile App Delivery	#2
MLOps	#2

Source: Gartner, Critical Capabilities for DevOps Platforms, Keith Mann, Thomas Murphy, Bill Holz, George Spafford, September 22, 2025. GARTNER is a registered trademark and service mark of Gartner, Inc. and/or its affiliates in the U.S. and internationally. 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.

Figure 1: Vendors' Product Scores for Agile Software Delivery Use Case

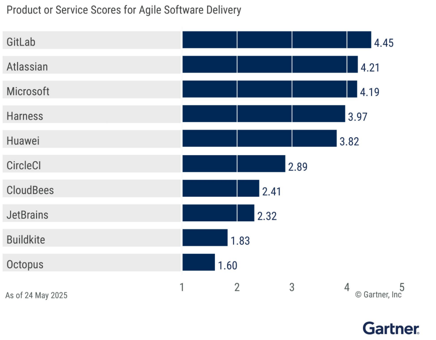


Figure 4: Vendors' Product Scores for Platform Engineering Use Case

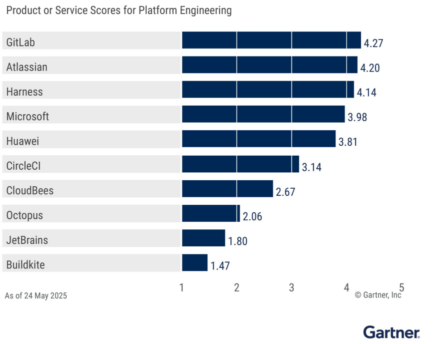


Figure 2: Vendors' Product Scores for Cloud-Native Application Delivery Use Case

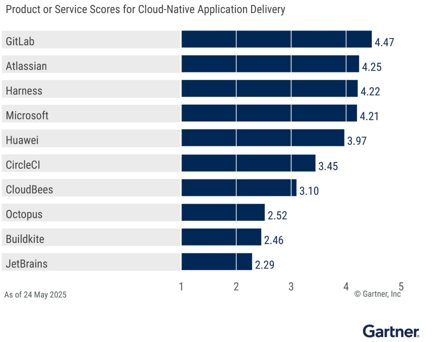
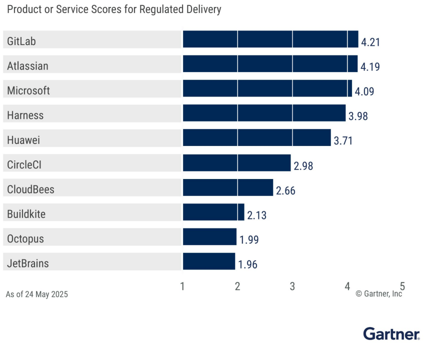


Figure 6: Vendors' Product Scores for Regulated Delivery Use Case



Our market opportunity

Large and high growth market opportunity

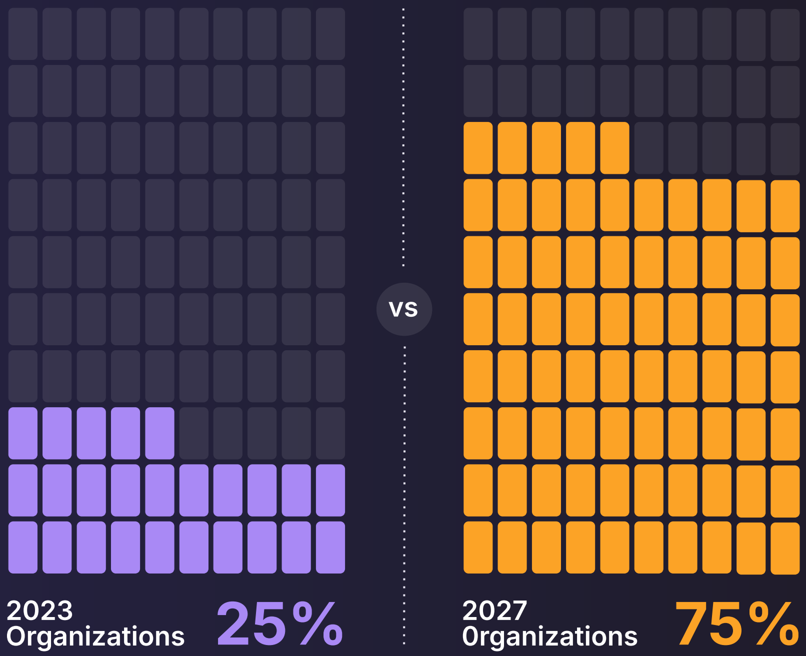
$40B

estimated total addressable market*

*Based on GitLab internal analysis

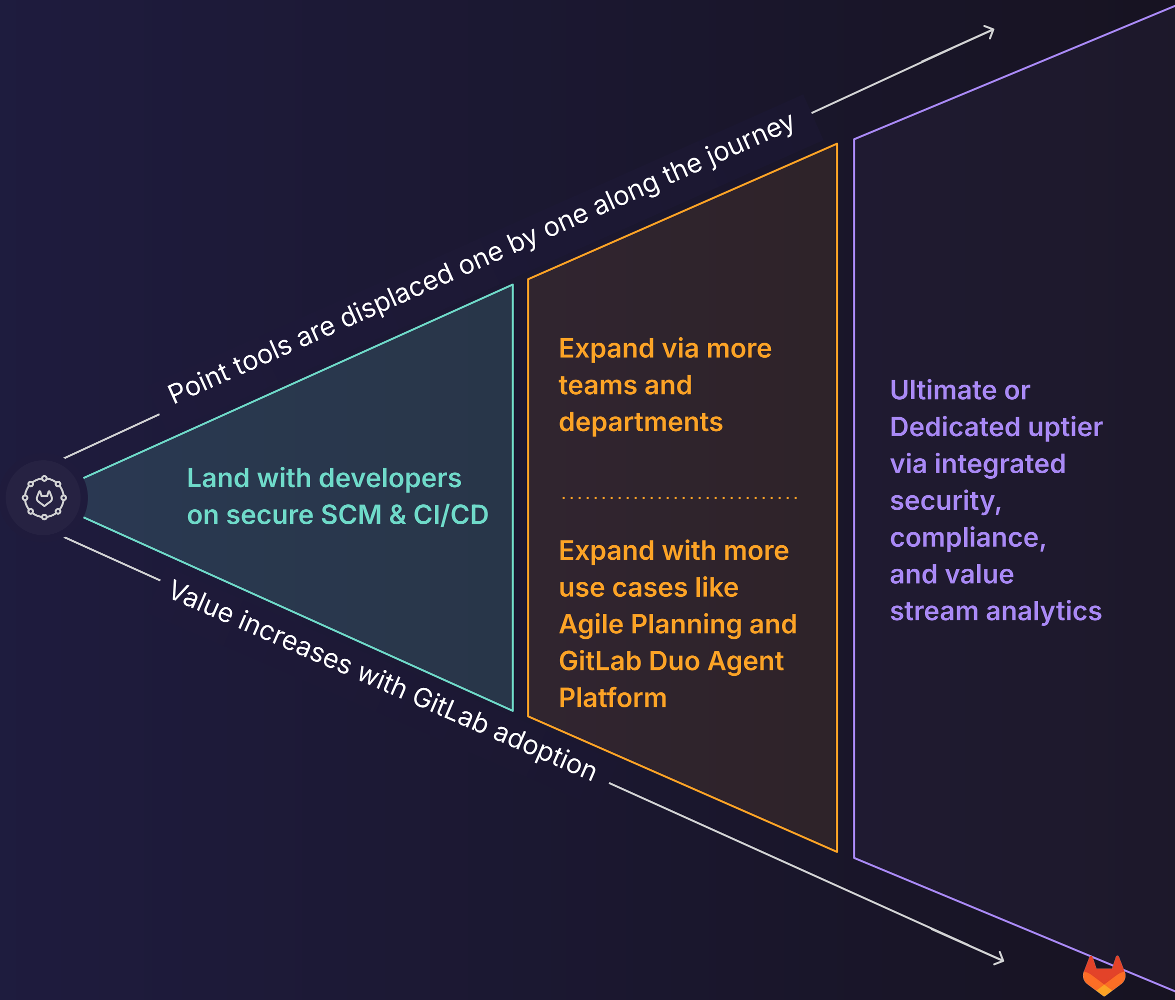
By 2027, 75% of organizations will have switched from multiple point solutions to DevOps platforms to streamline application delivery, up from 25% in 2023.

Evolution of organizations expected to adopt a DevOps platform



Source: Gartner®, Optimize Your Selection of DevOps Toolchains and Platforms, Hassan Ennaciri, Chris Saunderson, Manjunath Bhat, Daniel Betts, March 2024.

Land and expand model



Partner ecosystem

Consulting services

- Skilled delivery augmentation
- Co-innovation and joint solution development
- Customer implementation expertise
- Managed services

accenture eficode The Adaptavist Group

Cloud & systems

- Co-selling through joint GTM motions
- Co-innovation
- Platform Integration
- Cloud alliances and marketplaces

aws Google Cloud IBM

Resellers & distributors

- Co-selling with joint account planning
- Transactional reach and scale
- Regional resellers and distributors
- Simplify buying

CDW carahsoft SHI

ISVs

- Platform integration creating seamless workflows
- Co-innovation
- Technology and product partners

CURSOR Red Hat PagerDuty

All users in a company are on the same tier

Now with Duo Agent Platform with included credits

Free

$0 per user per month

For individuals working on personal projects

- Source Code Management & CI/CD up to 5 licensed users
- 400 compute minutes per month
- 10 GiB storage

Premium

$29 per user/month, billed annually

For organizations seeking enhanced collaboration

Everything from Free, plus:

- AI Chat in the IDE
- AI Code Suggestions in the IDE
- Release Controls
- Team Project Management
- SLA Management
- Priority Support
- 10K compute minutes per month

Ultimate

Enterprise pricing

For organizations requiring advanced security

Everything from Premium, plus:

- Application Security Testing
- Software Supply Chain Security
- Vulnerability Management
- Strategic Portfolio Management
- Value Stream Management
- Compliance and Governance
- 50K compute minutes per month
- Unlimited guest users

More customer value with additional SKUs

GitLab Duo+ Agent Platform

$1 per GitLab Credit

Orchestrate AI agents across your entire software lifecycle to automate complex workflows, accelerate delivery, and keep your team in flow.

- **Agentic Chat** with multi-step reasoning
- **AI Catalog** for managing and sharing agents and flows
- **Specialized agents** for planning and security analysis
- **Automated flows** for creating merge requests, pipeline fixes, and CI/CD modernization

Available for Premium & Ultimate customers

GitLab Duo+ Pro

$19 per user per month

For teams that want to enhance productivity by extending AI capabilities beyond the IDE into the GitLab UI.

- Code generation
- Test generation
- Code refactoring
- Chat
- AI user permissions

Available for Premium & Ultimate customers

GitLab Duo+ Enterprise

Enterprise pricing

For organizations that want AI transformation across the complete DevSecOps lifecycle.

Everything from Duo Pro, plus:

- Summarization tools
- Expanded chat context
- Root cause analysis
- Code Review
- Vulnerability explanation*
- Vulnerability resolution*
- AI Analytics *

Available for Premium & Ultimate customers

GitLab Dedicated

Enterprise pricing

More choice, more control delivered with a secure, compliant single-tenant SaaS.

Enterprise Agile Planning

$15 per user/month billed annually

Available for Ultimate customers only.

Our customers

Global customers from a wide-array of verticals trust GitLab

50M+
registered users on the GitLab platform

50%+
of Fortune 100 are GitLab customers

Financial Services

Public Sector / Defense / EDU

Consumer / Retail

Software/Technology

Transportation / Automotive

By integrating AI into the developer workflow, our teams are writing better code, faster. Our developers are experiencing meaningful productivity gains - freeing them up to focus on higher-value problem solving.

Chris Hutchison
Director, Enterprise Toolchain
Barclays

1 million
Developer hours saved per year with GitLab Duo

23,000
GitLab Duo users

Photo by jim gade on Unsplash

> "GitLab has become a strategic enabler of our DevSecOps standardization, helping us drive significant and measurable gains in efficiency and security. As the platform evolves, we expect its integrated AI and DevSecOps capabilities to further accelerate our engineering transformation.

Olivier Gibert
Group Chief Technology Officer
Carrefour

2x
faster time to market

50%
reduction in cost and effort

450+
engineering hours saved monthly

Photo by jim gade on Unsplash

> The faster deployment capabilities GitLab enables directly contribute to our business growth. Communications service providers choose us because we can deliver innovation at the speed their markets demand.

Daniel Costa Soares
Head of Software
Automation and Support
Ericsson OSS/BSS

50%
faster deployments

130,000
hours saved over 6 months

10x
Increase in testing scenarios

Financial highlights

First quarter fiscal year 2027 results

$264M
Revenue[1]

23%
YoY Revenue Growth[1]

14%
Q1 FY27 Non-GAAP Operating Margin[1]

203bps
Q1 FY27 Non-GAAP Operating Margin[1] Expansion

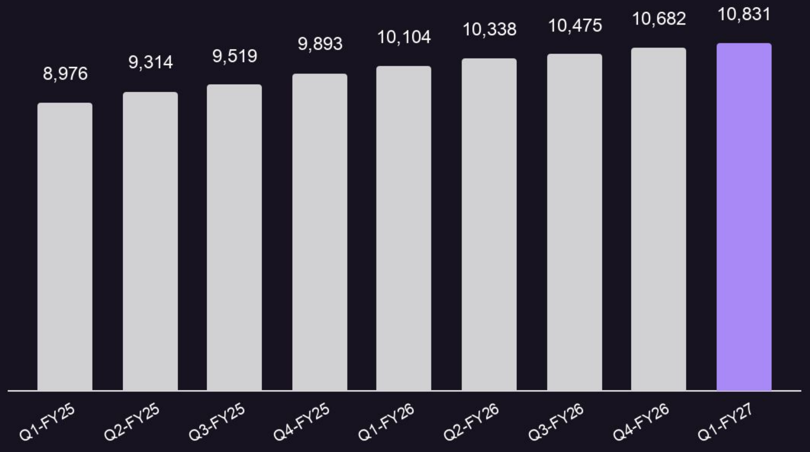
$147M
Adjusted Free Cash Flow[1]

56%
Q1 FY27 Non-GAAP Adj. Free Cash Flow Margin[1]

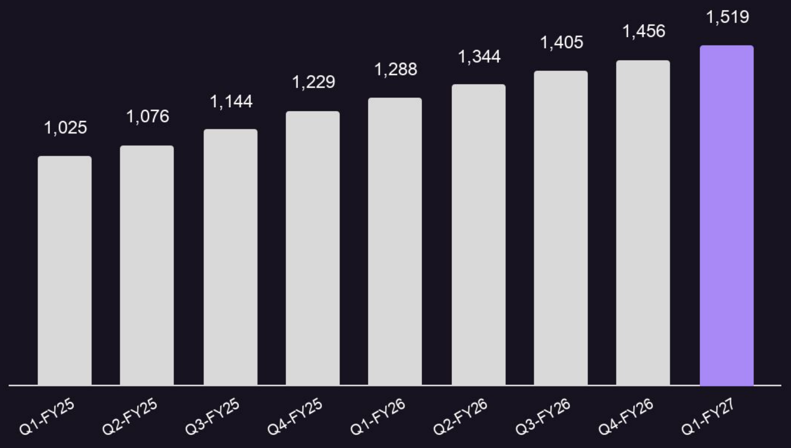
Note: Figures as of the three months ended April 30, 2026 (Q1 FY27) unless otherwise noted
[1] Definitions and reconciliations with most directly comparable GAAP figure can be found in the Appendix

Growing customer base

Base Customers[1]



Customers Generating > $100k ARR[1]



[1] *Definitions can be found in the Appendix*

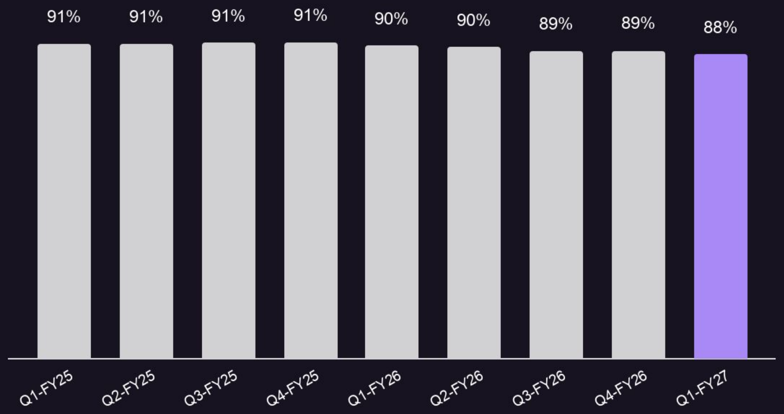
Strong momentum at scale

Run-Rate Revenue[1] (millions)

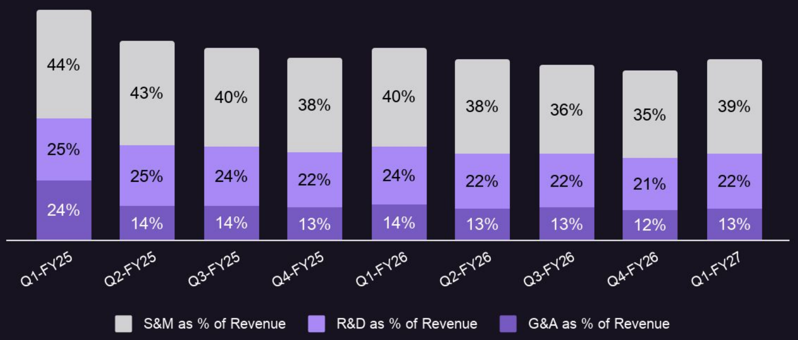
[1] *Definitions and reconciliations with most directly comparable GAAP figure can be found in the Appendix*

Focus on disciplined resource allocation

Non-GAAP Gross Margin [1]



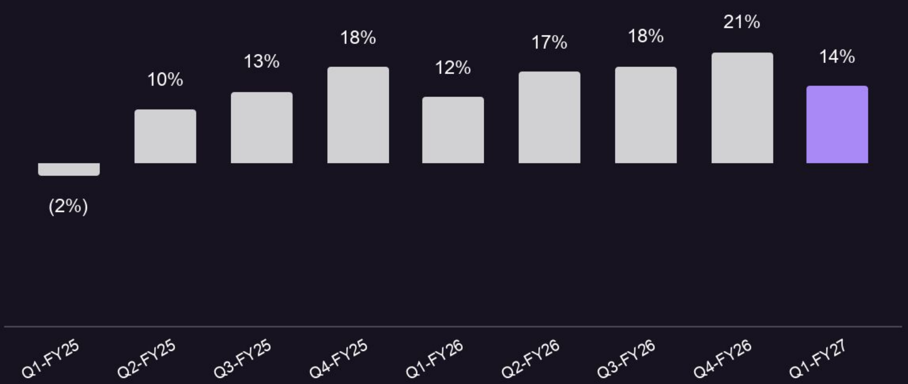
Non-GAAP Operating Expenses [1,2] (% of Revenue)



[1] Definitions and reconciliations with most directly comparable GAAP figure can be found in the Appendix
[2] Q1-FY25 G&A expenses include ~$15 million expense related to our in-person company-wide event

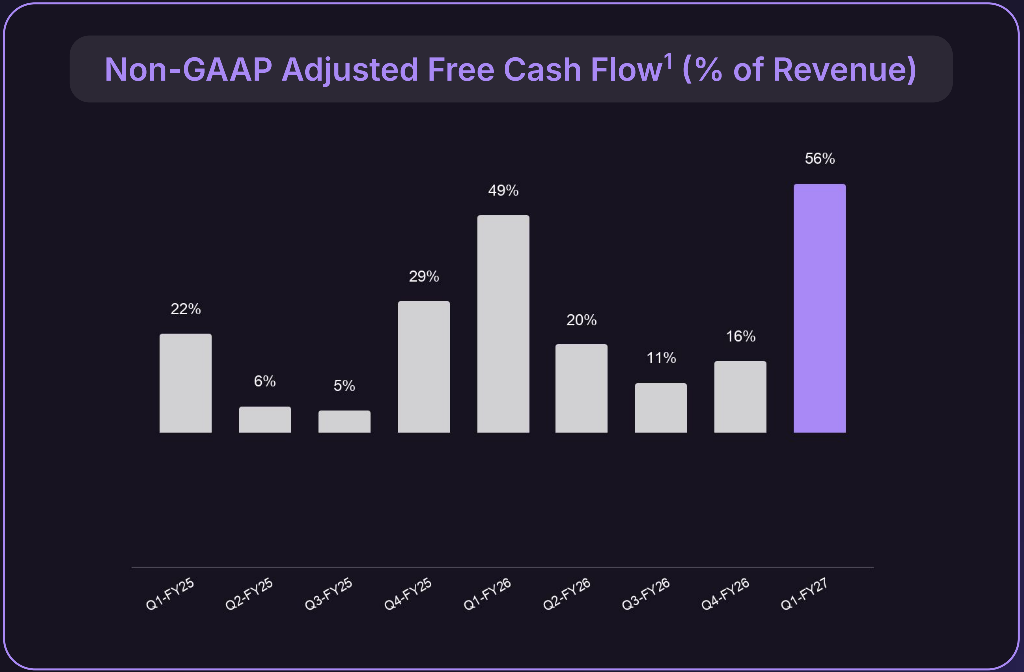
Balancing growth and margin expansion

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



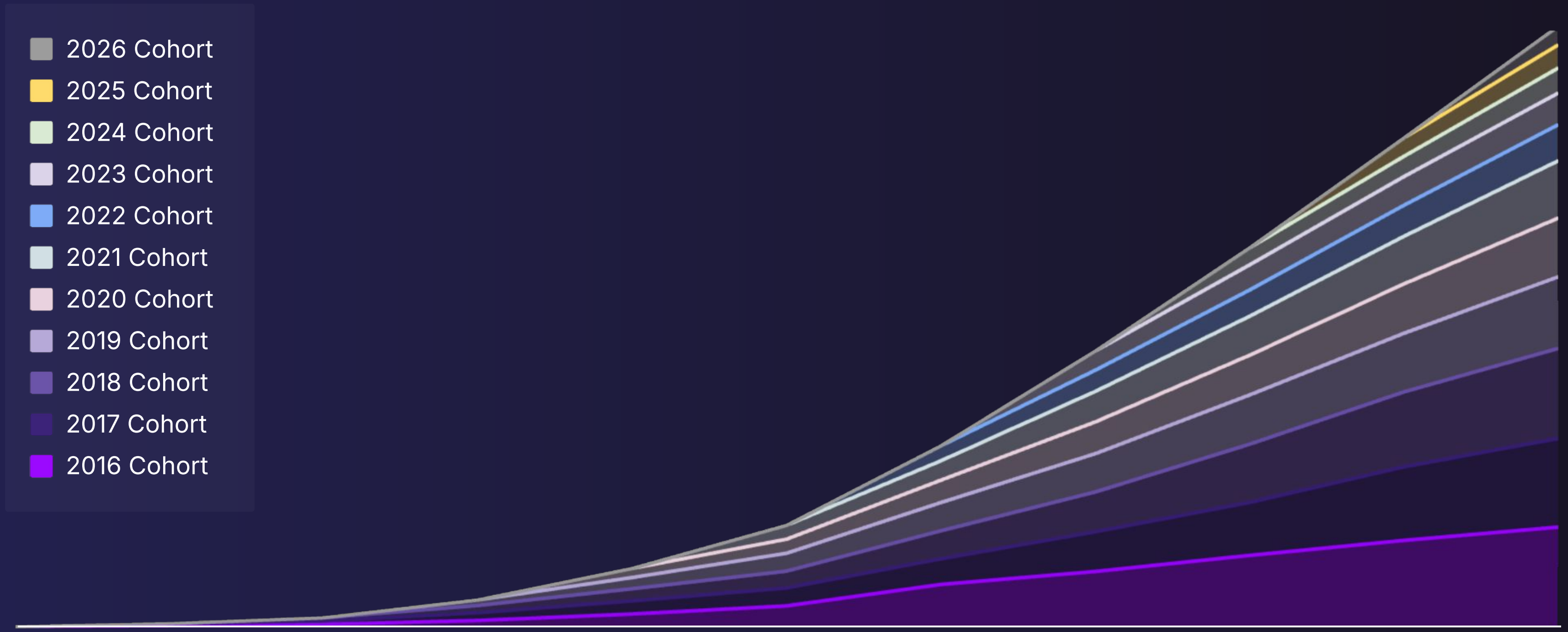
[1] *Definitions and reconciliations with most directly comparable GAAP figure can be found in the Appendix*
[2] *Q1-FY25 G&A expenses include ~$15 million expense related to our in-person company-wide event*

Meaningful growth in adjusted free cash flow

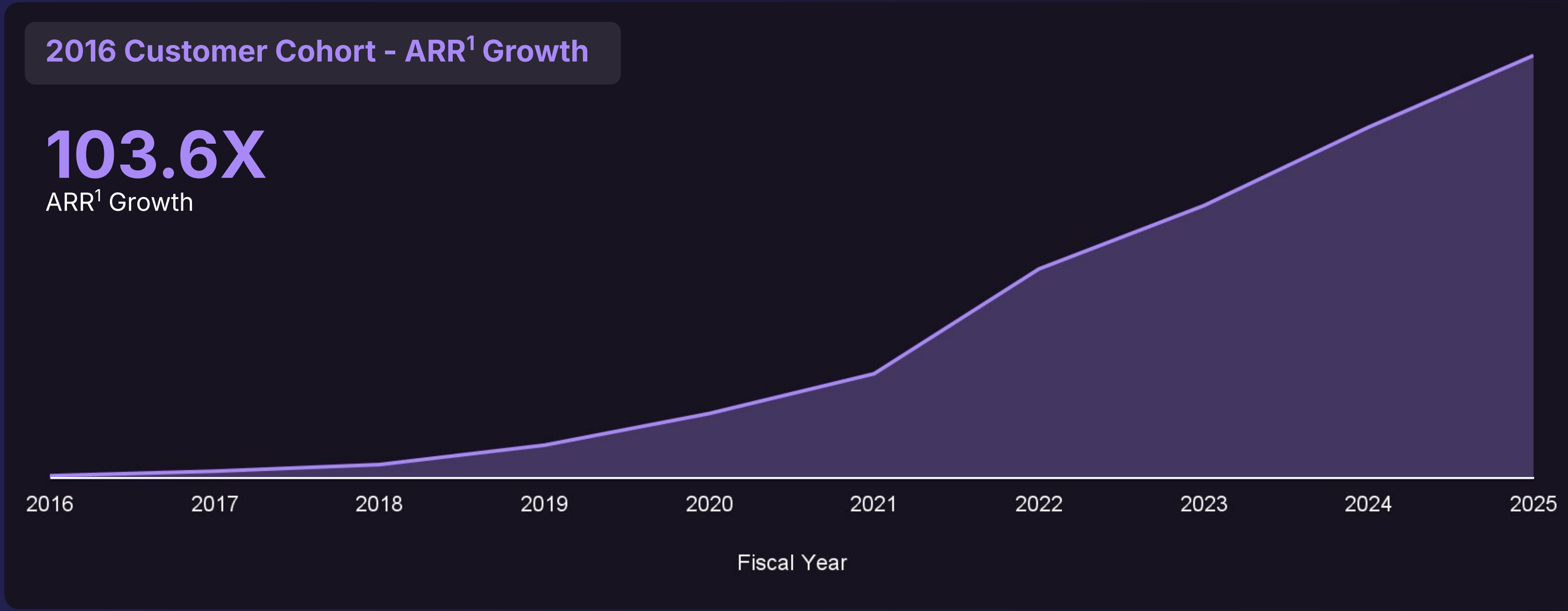


[1] *Definitions and reconciliations with most directly comparable GAAP figure can be found in the Appendix*

Healthy customer cohort growth



The power of our land & expand model



[1] Definitions can be found in the Appendix.

GitLab

Appendix

GAAP to Non-GAAP reconciliation

Gross Profit ($ in thousands)

	FY 2025	FY 2026	Q1 FY26	Q1 FY27
GAAP Gross Profit	$674,109	$834,481	$189,474	$226,670
Stock-based Compensation Expense	$7,922	$10,313	$1,929	$2,864
Amortization of Acquired Intangibles	$8,126	$8,065	$2,020	$2,015
Restructuring Charges	$0	$153	$0	$0
Non-GAAP Gross Profit	$690,157	$853,012	$193,423	$231,549
Non-GAAP Gross Profit Margin %	*91%*	*89%*	*90%*	*88%*

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

GAAP to Non-GAAP reconciliation

Sales & Marketing Expense ($ in thousands)

	FY 2025	FY 2026	Q1 FY26	Q1 FY27
Sales & Marketing Expense	$384,295	$434,725	$107,587	$119,358
Stock-based Compensation Expense	$(72,954)	$(78,967)	$(22,091)	$(17,445)
Restructuring Charges	$(1,126)	$(1,493)	$0	$0
Non-GAAP Sales & Marketing Expense	$310,215	$354,265	$85,496	$101,913
As % of Revenue	*41%*	*37%*	*40%*	*39%*

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

GAAP to Non-GAAP reconciliation

Research & Development Expense ($ in thousands)

	FY 2025	FY 2026	Q1 FY26	Q1 FY27
Research & Development Expense	$239,652	$274,574	$65,410	$71,482
Stock-based Compensation Expense	$(58,312)	$(63,754)	$(14,272)	$(13,630)
Restructuring Charges	$(393)	$0	$0	$0
Non-GAAP Research & Development Expense	$180,947	$210,820	$51,138	$57,852
As % of Revenue	*24%*	*22%*	*24%*	*22%*

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

GAAP to Non-GAAP reconciliation

General & Administrative Expense ($ in thousands)

	FY 2025	FY 2026	Q1 FY26	Q1 FY27
General & Administrative Expense	$192,877	$195,663	$51,087	$51,579
Stock-based Compensation Expense	$(46,711)	$(61,917)	$(17,535)	$(16,122)
Amortization of Acquired Intangibles	$0	$0	$0	$0
Restructuring Charges	$(377)	$0	$0	$0
Charitable Donation of Common Stock	$(11,828)	$(7,093)	$(1,739)	$(821)
Change in Fair Value of Acquisition Related Contingent Consideration	$(3,750)	$0	$0	$0
Acquisition related expenses	$(3,240)	$(877)	$(183)	$(310)
Other Non-recurring Charges	$(5,622)	$(614)	$(963)	$(76)
Non-GAAP General & Administrative Expense	$121,349	$125,162	$30,667	$34,250
As % of Revenue	*16%*	*13%*	*14%*	*13%*

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

GAAP to Non-GAAP reconciliation

Operating Income (Loss) ($ in thousands)

	FY 2025	FY 2026	Q1 FY26	Q1 FY27
GAAP Operating Loss	$(142,715)	$(70,481)	$(34,610)	$(15,749)
Stock-based Compensation Expense	$185,899	$214,951	$55,827	$50,061
Amortization of Acquired Intangibles	$8,126	$8,065	$2,020	$2,015
Restructuring Charges	$1,896	$1,646	$0	$0
Charitable Donation of Common Stock	$11,828	$7,093	$1,739	$821
Change in Fair Value of Acquisition Related Contingent Consideration	$3,750	$0	$0	$0
Acquisition related expenses	$3,240	$877	$183	$310
Other Non-recurring Charges	$5,622	$614	$963	$76
Non-GAAP Operating Income	$77,646	$162,765	$26,122	$37,534
Non-GAAP Operating Income Margin %	*10%*	*17%*	*12%*	*14%*

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 2025	FY 2026	Q1 FY26	Q1 FY27
Net Loss Attributable to GitLab	$(6,326)	$(55,956)	$(35,875)	$(4,972)
Stock-based Compensation Expense	$185,899	$214,951	$55,827	$50,061
Amortization of Acquired Intangibles	$8,126	$8,065	$2,020	$2,015
Restructuring Charges	$1,896	$1,646	$0	$0
Charitable Donation of Common Stock	$11,828	$7,093	$1,739	$821
Change in Fair Value of Acquisition Related Contingent Consideration	$3,750	$0	$0	$0
Acquisition related expenses	$3,240	$877	$183	$310
Loss from Equity Method Investment, Net of Tax	$0	$0	$0	$0
Impairment of equity method investment	$0	$0	$0	$0
De-Consolidation Gains	$0	$0	$0	$0
Foreign Exchange (Gains) Losses, Net	$(9,416)	$19,465	$9,954	$(536)
Income Tax Adjustment	$(80,468)	$(35,454)	$(5,631)	$(8,966)
Other Non-recurring Charges	$6,312	$4,848	$1,133	$258
Non-GAAP Net Income Attributable to GitLab	$124,841	$165,535	$29,350	$38,991
Non-GAAP Net Income Margin %	*16%*	*17%*	*14%*	*15%*

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 2025	FY 2026	Q1 FY26	Q1 FY27
Net Cash Provided by (Used in) Operating Activities	$(63,971)	$232,856	$106,302	$149,197
Additions to property and equipment	$(3,765)	$(10,827)	$(912)	$(2,393)
Income tax payments (refunds) related to BAPA	$187,735	$(2,479)	$(1,293)	$(77)
Adjusted Free Cash Flow	$119,999	$219,550	$104,097	$146,727
Adj. Free Cash Flow Margin %	*16%*	*23%*	*49%*	*56%*

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 Rate: 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.