



Q1 FY2027

Earnings Presentation

May 28, 2026

Safe Harbor

This presentation includes express and implied “forward-looking statements”, including forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements include all statements that are not historical facts, and in some cases, can be identified by terms such as “anticipate,” “believe,” “can,” “continue,” “could,” “estimate,” “expect,” “intend,” “may,” “might,” “plan,” “potential,” “predict,” “project,” “should,” “will,” “would,” or the negative of these terms, and similar expressions that concern our expectations, strategy, plans or intentions. Forward-looking statements contained in this presentation include, but are not limited to, statements concerning our estimates of market size and opportunity, our strategic plans or objectives, our growth prospects, projections (including our long-term model), actual or perceived defects, errors or vulnerabilities in our platform; our ability to successfully integrate any acquisitions and strategic investments; risks associated with managing our rapid growth; general global political, economic, and macroeconomic climate, intense competition in the market we compete in, fluctuations in our operating results, our ability to attract new and retain existing customers, or renew and expand our relationships with them; the ability of our platform to effectively interoperate within our customers’ IT infrastructure; disruptions or other business interruptions that affect the availability of our platform including cybersecurity incidents; the failure to timely develop and achieve market acceptance of new products and subscriptions as well as existing products, subscriptions and support offerings; rapidly evolving technological developments in the market for security products and subscription and support offerings; length of sales cycles; and risks of securities class action litigation. By their nature, these statements are subject to numerous risks and uncertainties, including factors beyond our control, that could cause actual results, performance or achievement to differ materially and adversely from those anticipated or implied in the statements. Such risks and uncertainties are described in the “Risk Factors” of our most recent Form 10-K, most recent Form 10-Q, and subsequent filings

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Financial Information

Use of Non-GAAP Financial Measures

In addition to our results determined in accordance with U.S. generally accepted accounting principles (“GAAP”), we believe non-GAAP measures used in this presentation, such as non-GAAP Gross Margin, non-GAAP Operating Margin, non-GAAP Net Income Margin, Free Cash Flow Margin, and Adjusted Free Cash Flow Margin are useful in evaluating our operating performance. We use such non-GAAP financial information to evaluate our ongoing operations and for internal planning and forecasting purposes. We believe that non-GAAP financial information, when taken collectively, may be helpful to investors because it provides consistency and comparability with past financial performance. However, non-GAAP financial information is presented for supplemental informational purposes only, has limitations as an analytical tool, and should not be considered in isolation or as a substitute for financial information presented in accordance with GAAP. Other companies, including companies in our industry, may calculate similarly titled non-GAAP measures differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of our non-GAAP financial measures as tools for comparison. In addition, the utility of Free Cash Flow Margin and Adjusted Free Cash Flow Margin as a measure of our liquidity are limited as it does not represent the total increase or decrease in our cash balance for a given period.

Investors are encouraged to review the related GAAP financial measures and the reconciliation of these non-GAAP financial measures to their most directly comparable GAAP financial measures and not rely on any single financial measure to evaluate our business.

Please see the appendix included at the end of this presentation for a discussion of non-GAAP financial measures and a reconciliation of historical non-GAAP measures to historical GAAP measures.

Our Fiscal Year

Our fiscal year end is January 31, and our fiscal quarters end on April 30, July 31, October 31 and January 31.

Q1 FY27 Results

- ✓ Strong Growth and Margin Improvement
- ✓ Record Net New ARR Growth
- ✓ Record ARR per Customer
- ✓ Reached ~50% of ARR from non-Endpoint Solutions

23%

ARR Growth
\$1,163M

17%

Growth in Customers
\$100K+ ARR

~50%

Emerging Products
% of ARR

21%

Revenue Growth
\$277M

4%

Operating Margin
~550 bps
Improvement (y/y)

22%

Adj. FCF Margin
~230 bps
Improvement (y/y)

Strong Execution Across Growth & Profitability, Continued Progress Toward Rule of 40

Q1 FY27 Performance Highlights

Strong Growth and Margin Improvement

- 55% y/y **Net New ARR Growth** in Q1; Record NNARR growth & 4th consecutive quarter of positive Net New ARR growth
- ~550 bps **margin improvement** y/y & significantly outperformed Q1 margin guidance

Customer Success

- 17% y/y growth of **\$100K+ ARR** customers, reflecting momentum with enterprises
- Improvement y/y and q/q of **NRR** of \$100K+ ARR customers

Platform Momentum

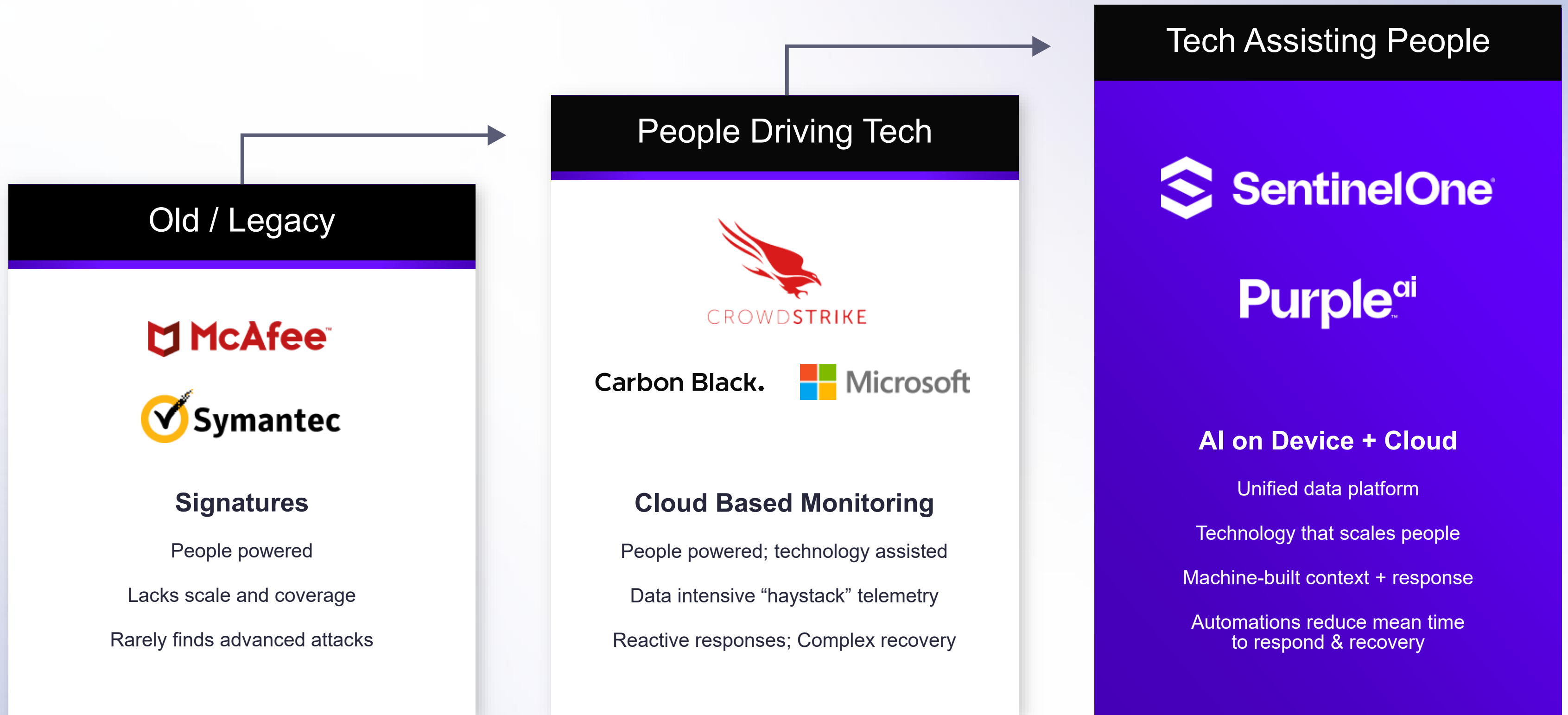
- **ARR growth accelerated** for AI Security, Data and Cloud in Q1
- Reached ~50% of ARR from **non-Endpoint Solutions** (Data, AI, Cloud, and others)

AI-Security Leadership

- **Prompt Security:** nearly doubled ARR q/q, winning global enterprise customers
- **Purple AI:** Launched Purple AI Auto-Investigations, delivering one-click automation and human level-reasoning at scale.

Singularity Platform & Market Opportunity

Autonomous Security for the Future



AI-Powered Cybersecurity

2013—2020



First to AI/ML

Reinvented legacy antivirus (AV) and endpoint security with machine learning (ML).

Behavioral AI

AI-powered detections, investigations, and response.

2020—2025



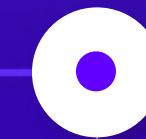
Industry Leader

24-patents in AI security. Forbes 50 AI company in 2020.

Purple AI

The first security company to launch a generative-AI Security Analyst assistant.

2025+



Autonomous Security

Unified Defense, Outpace Threats, and Enhance Security Operations.

Powered by AI & Human Intelligence

Complete Attack
Surface Protection

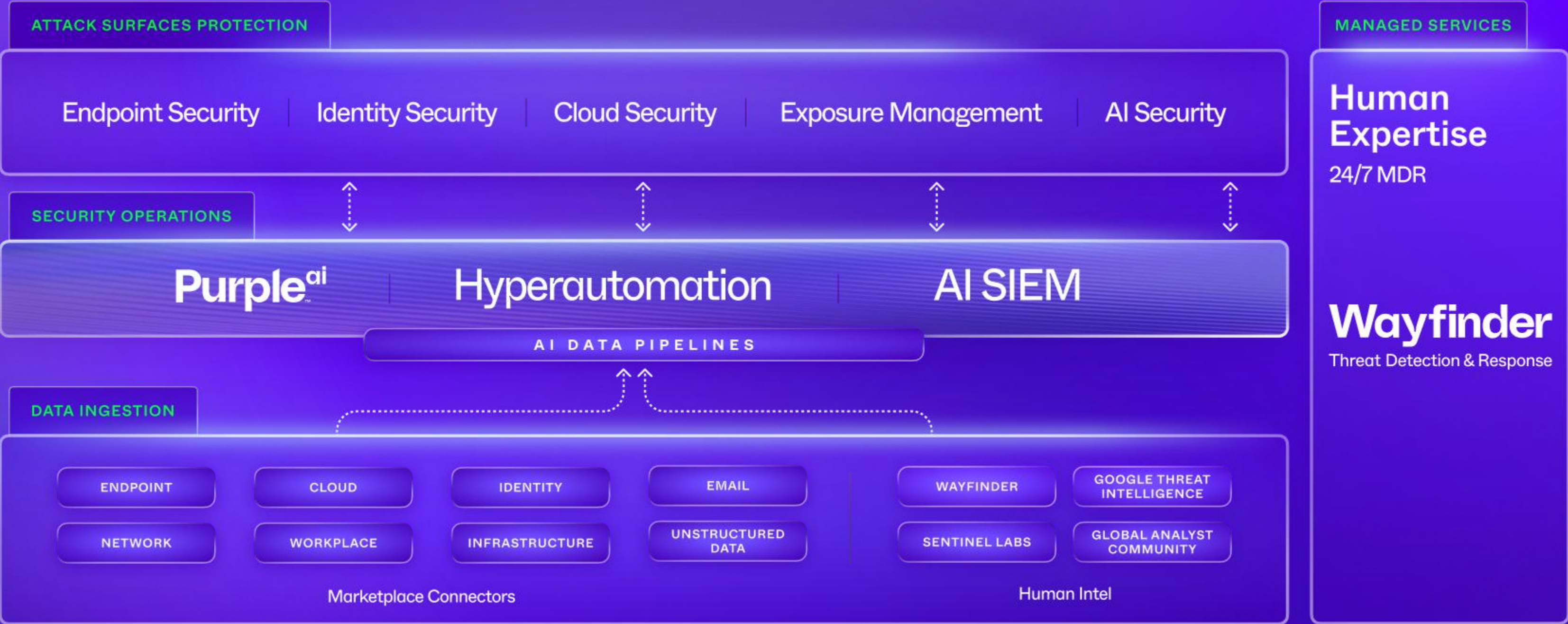
Data, AI, and
Automation

Human
Expertise




Singularity Platform

Powered by Autonomous Security Intelligence



Singularity Platform Solution Categories

AI Security	Agentic SOC	Cloud	Data	Endpoint	Identity	Threat Services
<ul style="list-style-type: none"> • Gen-AI Security and Compliance (via Prompt Security) 	<ul style="list-style-type: none"> • Visibility across Native and Third-Party Data • Natural Language Engagement • Query Recommendations • Hunting Quickstarts & Notebooks • Auto-Investigations • Auto-Triage • Workflow automation 	<ul style="list-style-type: none"> • CWP • CNAPP • CSPM • CIEM • AI-SPM • CDR • CDS 	<ul style="list-style-type: none"> • DSPM • Data Pipeline and Enrichment (via Observo AI) • AI SIEM (next-gen SIEM) • Hyperautomation (next-gen SOAR) • Data and Security Analytics • Data Storage and Retention • Log Management 	<ul style="list-style-type: none"> • EPP, EDR, XDR • Remote Ops Forensics • Binary Vault • Device Control • Ransomware Protection/Rollback 	<ul style="list-style-type: none"> • Identity Threat Detection & Response (ITDR) • Identity Posture Management • Identity for Identity Providers 	<ul style="list-style-type: none"> • NEW: Wayfinder Frontier AI Services • Wayfinder (AI + Human Intelligence) • Risk Analysis and Management • Singularity MDR • Vigilance MDR • WatchTower • Threat Intelligence

Covering a Broad Range of Distinct Cybersecurity Capabilities Across Multiple Solution Categories

AI and Hyperautomation

Static AI | Behavioral AI | Generative AI | Agentic AI | Autonomous SOC | Rollback | Streaming Engine

Unified Data Lake

Petabyte Scale | Real-time Detection | Blazing Fast Speed | Enhanced Visibility | Scalable | Cost-Efficient

Singularity Marketplace Integrations

Achieve Unified Detection and Response Through Singularity Platform Across a Vast Ecosystem of Industry Participants

Vast, Growing, and Diverse Total Addressable Market

At the Intersection of Data, Security, and AI

\$100B+ Total Addressable Market 2025 Market Forecasts*



Partner Ecosystem Scales Market Presence



Recognized Technology Leadership

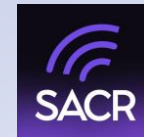
Industry Accolades & Recognitions

Trusted and Industry Proven



**A Leader in the
2026 Gartner®
Magic Quadrant™**

for Endpoint Protection
for 6th consecutive year



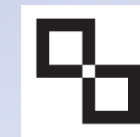
**A Leader in
Unified Agentic
Defense**

Named an Innovator in
inaugural Majestic
Technoscope from Software
Analyst Cyber Research



**97% Would
Recommend
SentinelOne**

XDR (Based on 144 reviews,
97%, Jan 2025)



**SE Labs AAA Rating
in Endpoint Security
Protection**

100% Detection, Zero
False Positives, 100%
of attackers stopped



**A Leader in
Frost Radar™**

A Growth and Innovation
Leader in 2025 Frost &
Sullivan Radar for Endpoint,
MDR and CWPP



**A Leader in the
IDC MarketScape**

Worldwide Extended
Detection and Response
Software 2025 Vendor
Assessment



**Leader
G2 Grid®**

for Cloud-Native Application
Protection Platform
(CNAPP), Highest Rated
4.9 out of 5



**FedRAMP
High Authorized**

for Endpoint, AI-SIEM,
Purple AI, CNAPP,
and Hyperautomation

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IDC XDR MarketScape — Source: IDC 2025

The Business Value of Purple AI

IDC's study demonstrates how SentinelOne's Purple AI enables organizations to enhance their security operations by providing natural language processing capabilities, automated summarization for event logs, and suggested investigation questions.

As a result, interviewed SentinelOne customers achieve meaningful reductions in security-related risk and efficiencies for their security and threat investigation team.

IDC KEY RESULTS



60%

Reduced likelihood of major security event



55%

Faster to remediate security threat



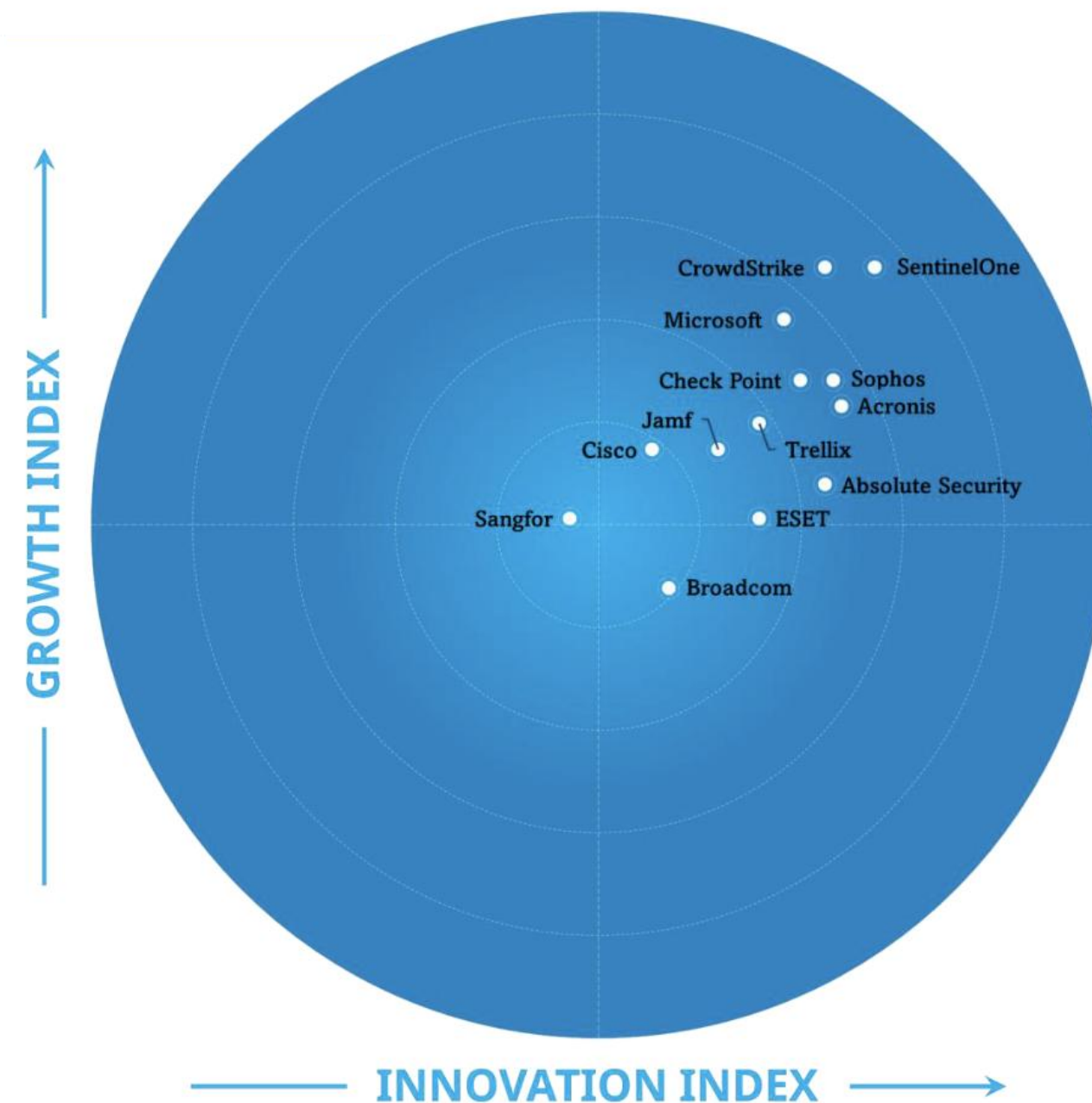
338%

Three-year return on investment

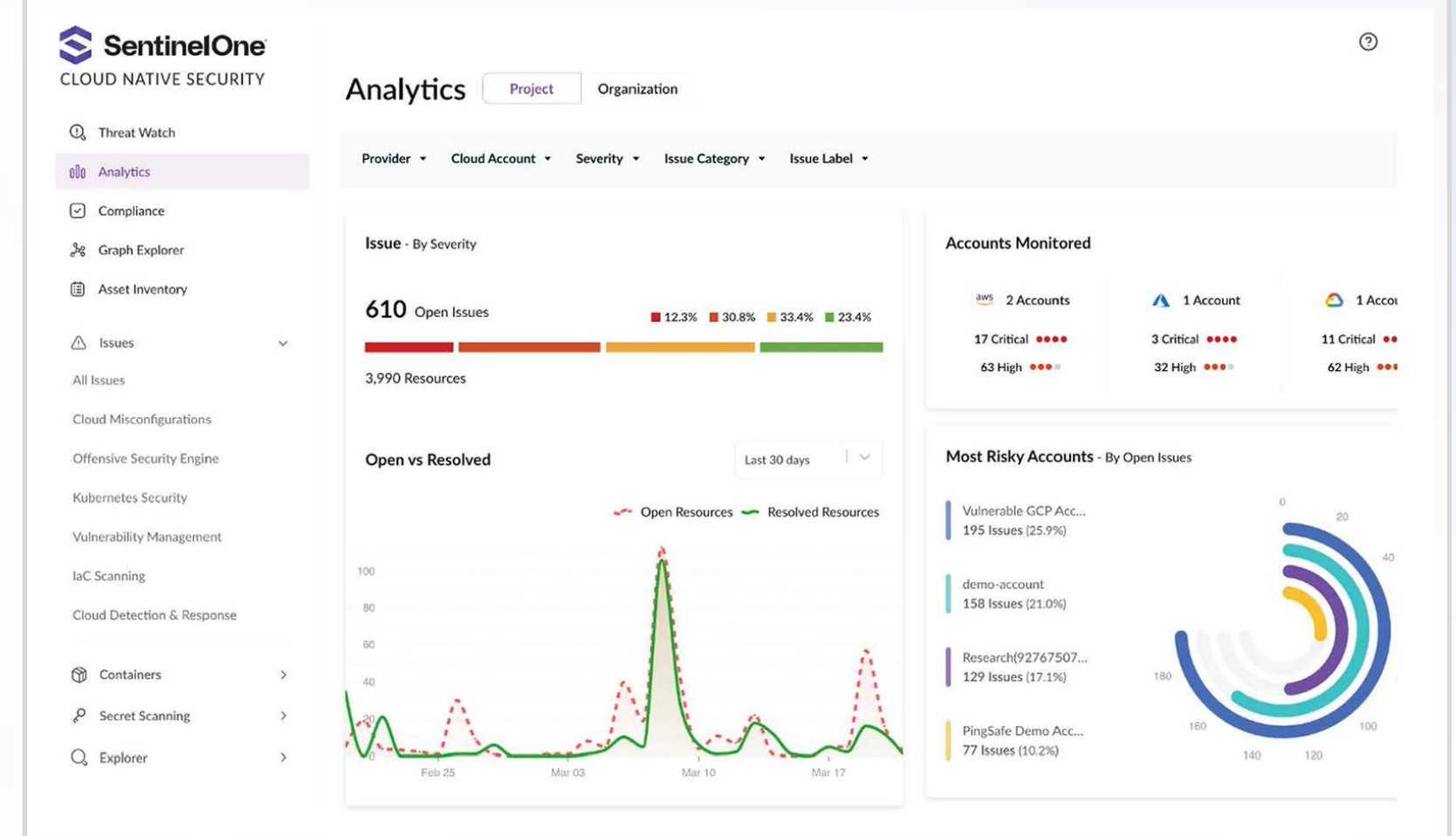
The Growth and Innovation Leader in the 2025 Frost & Sullivan Radar for Endpoint

Recognized as the Best Performing Vendor

Frost Radar™: Endpoint Security

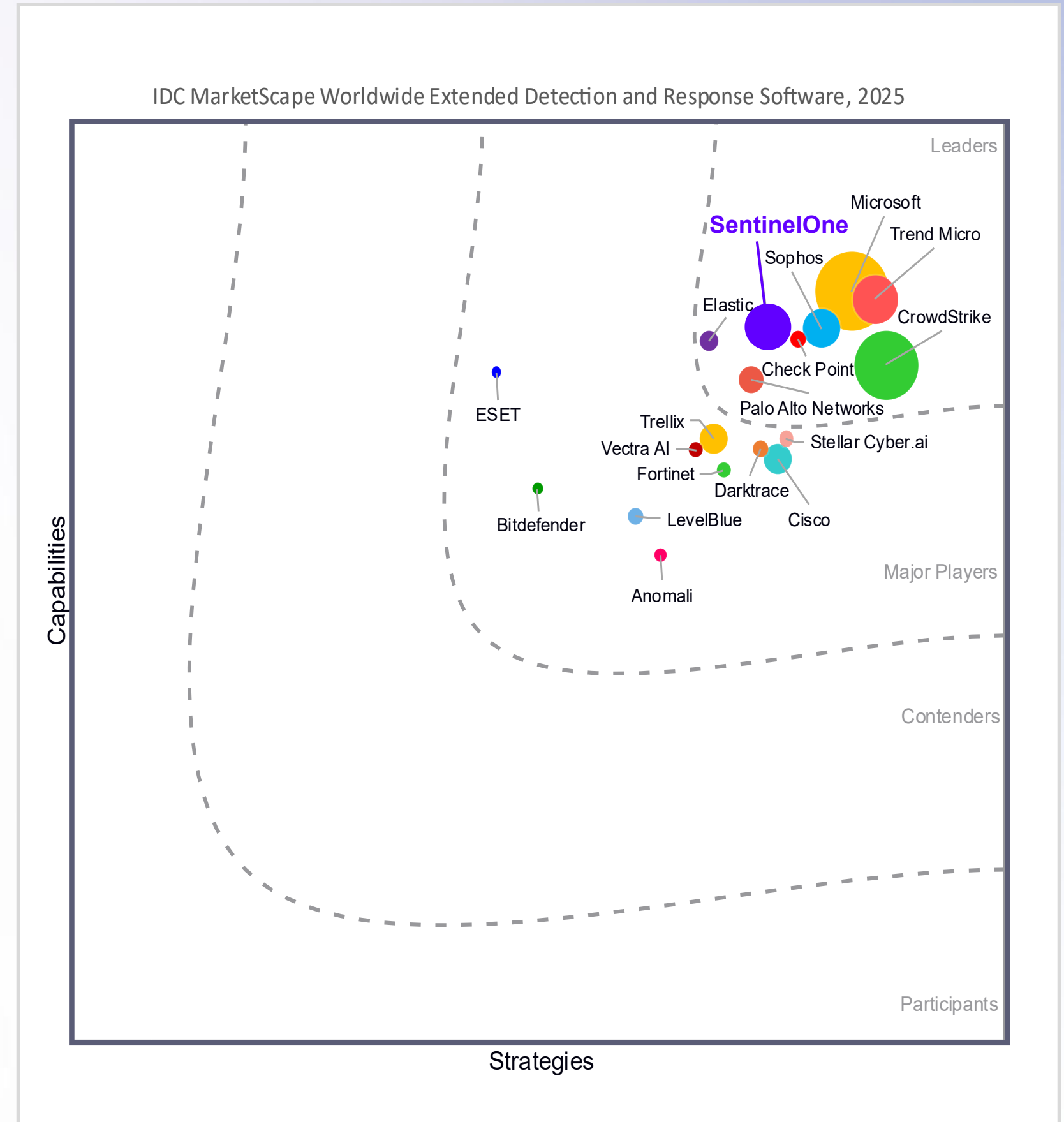


Best Endpoint Security and Cloud Security at 2025 SC Awards



IDC MarketScape: Worldwide Extended Detection and Response Software 2025 Vendor Assessment

Recognized as a Leader



Business Value of Singularity AI SIEM

“One of the most significant business impacts of SentinelOne Singularity AI SIEM is that we can take the same budget and increase our security posture. We’re also able to leverage what we’re seeing to help the business through metrics and statistics.”

IDC KEY RESULTS



70%

Faster
Queries



75%

Faster
Investigations



331%

Return on
investment



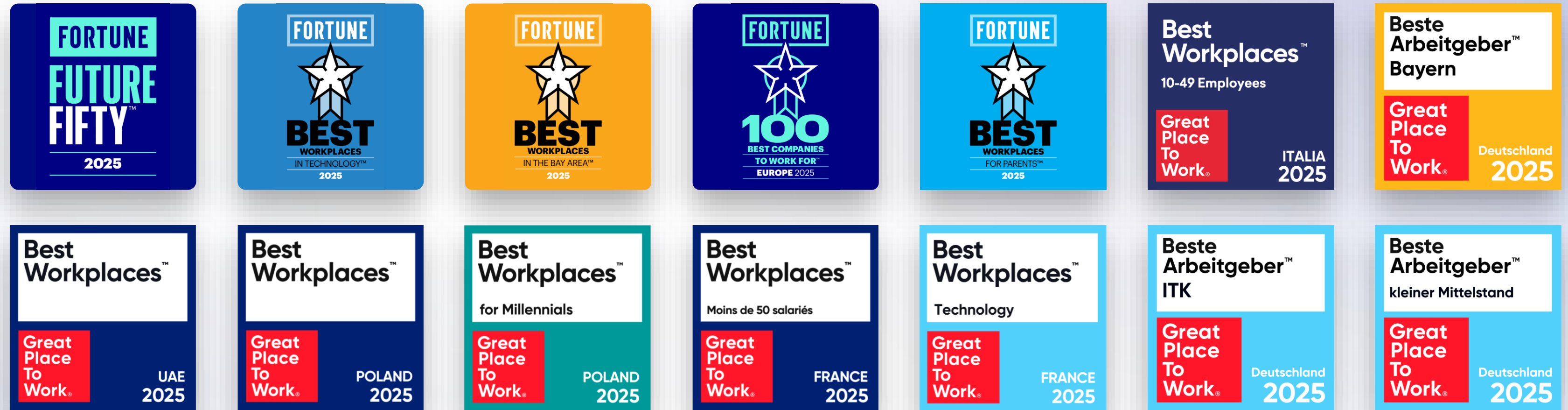
Best-in-class Portfolio Across Security, AI and Data



Alumni



A Culture Built on Trust



OUR VALUES

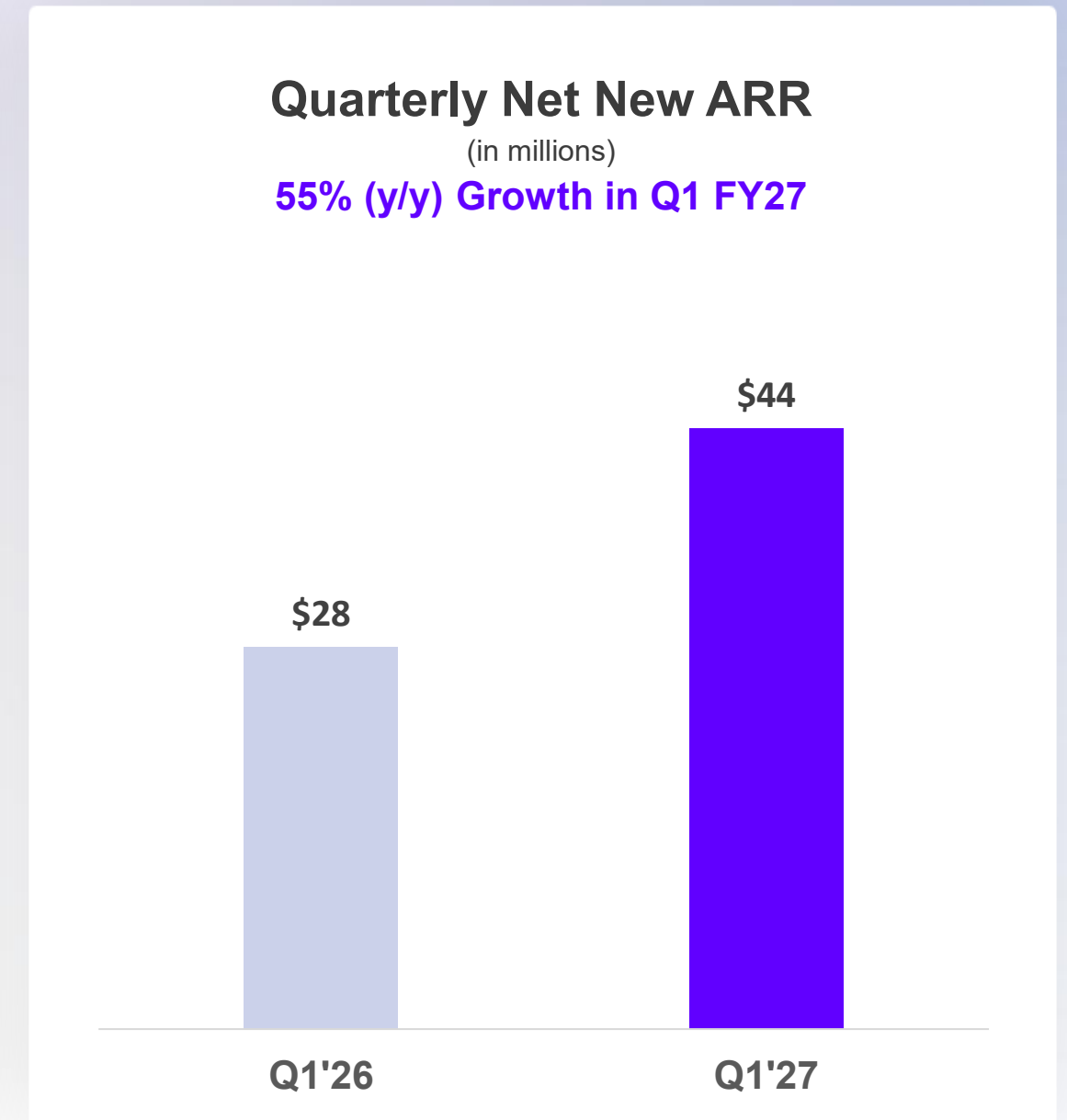
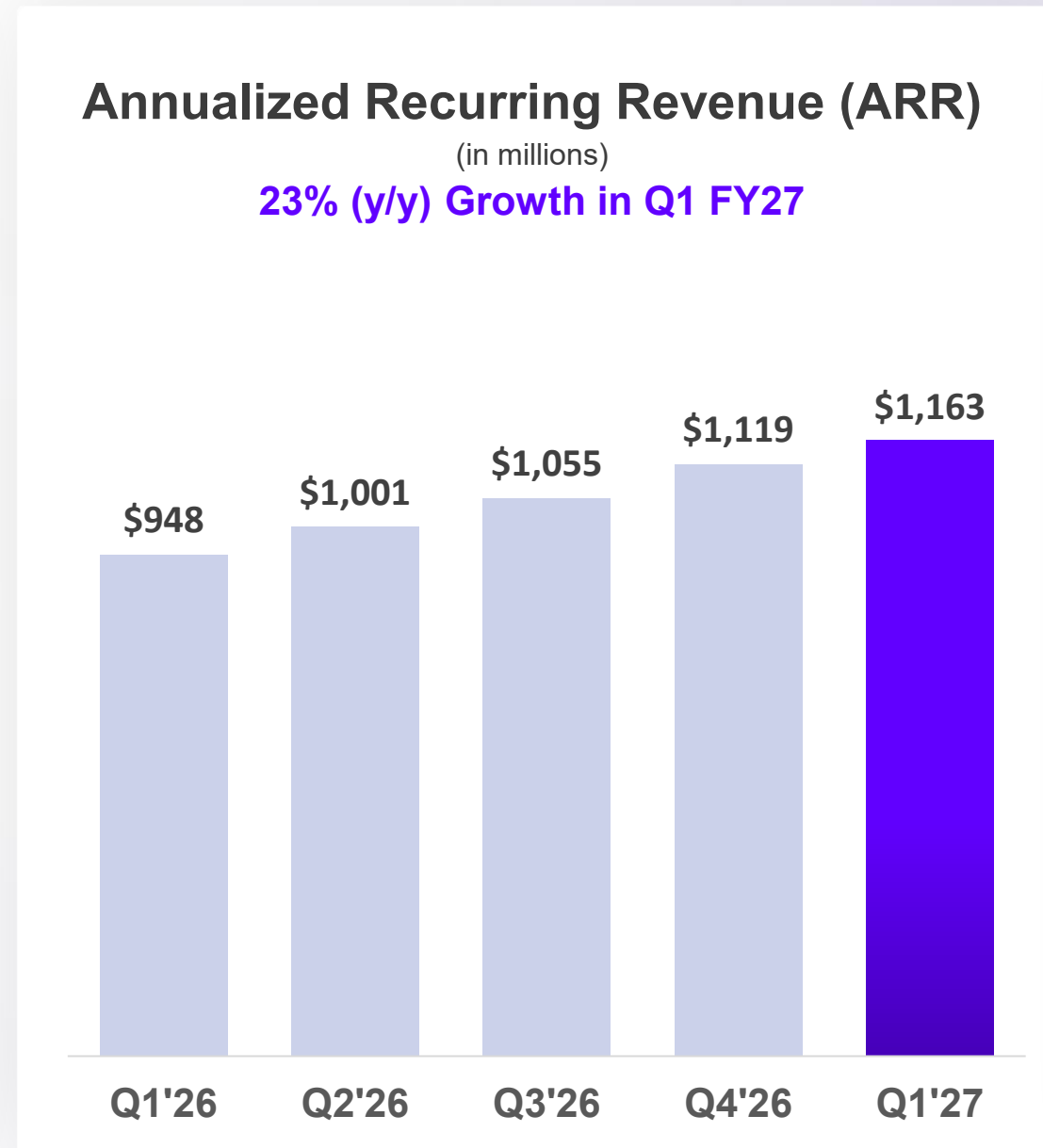
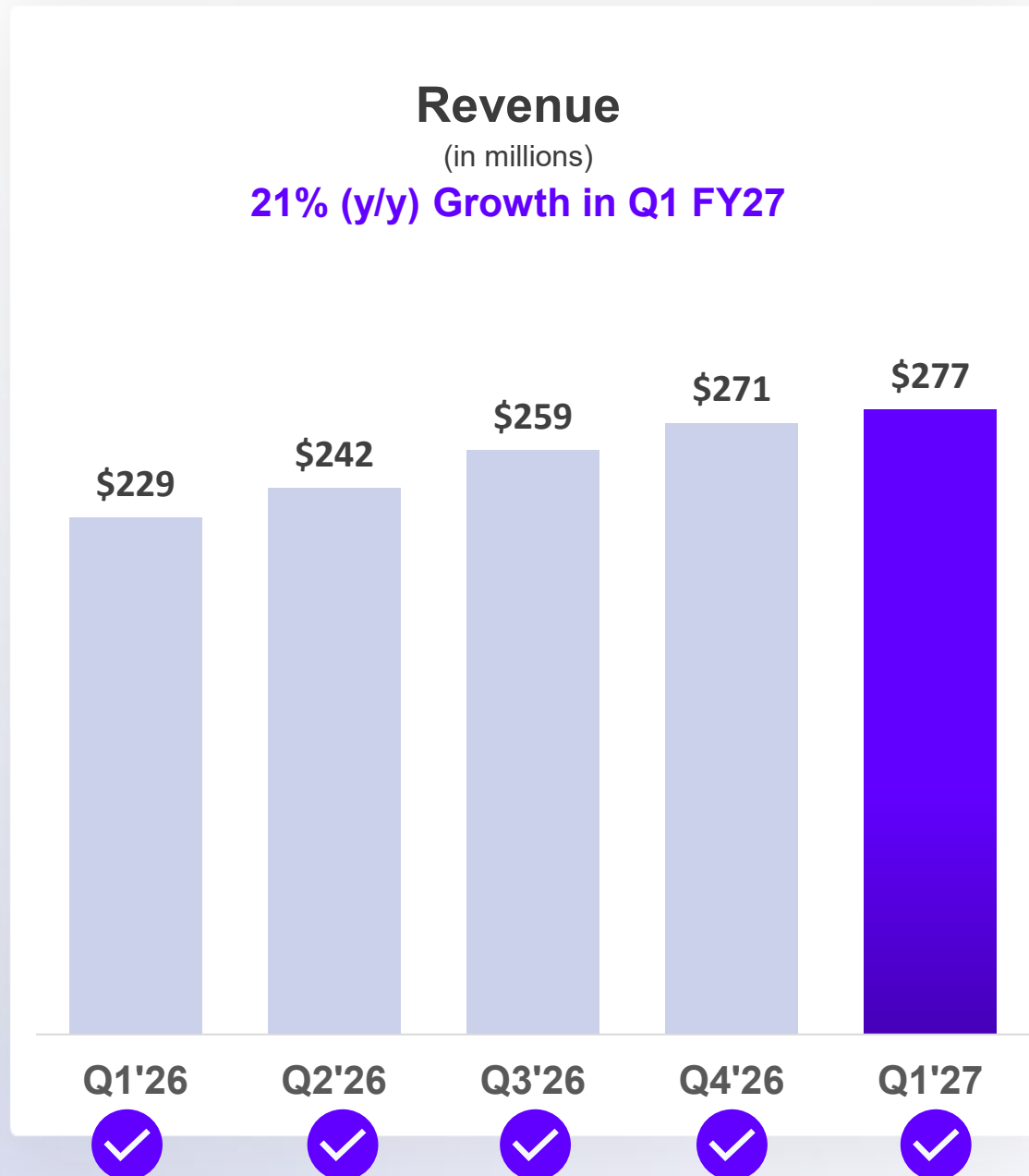
TRUST | ACCOUNTABILITY | INGENUITY | ONESENTINEL | RELENTLESSNESS | COMMUNITY

Q1 FY2027

Financial Overview

Q1 FY27 ARR & Revenue Growth

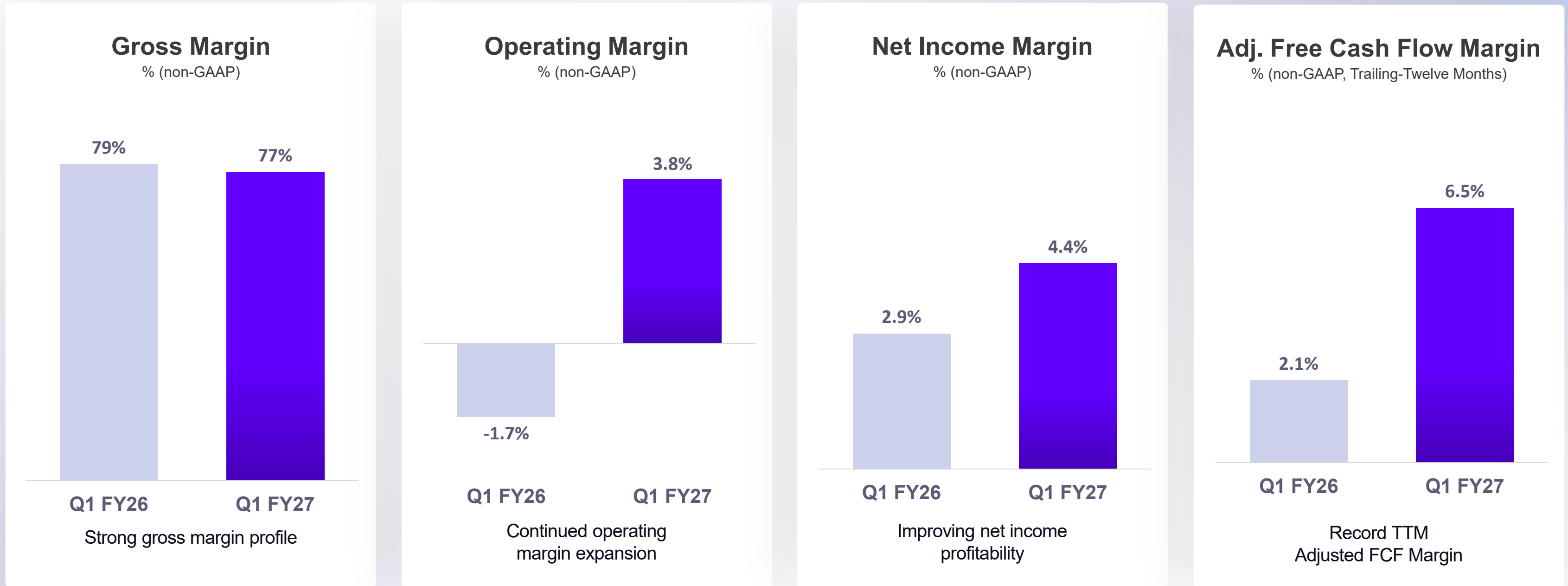
Strong Growth Profile



Reported Revenue Met or Exceeded Guidance

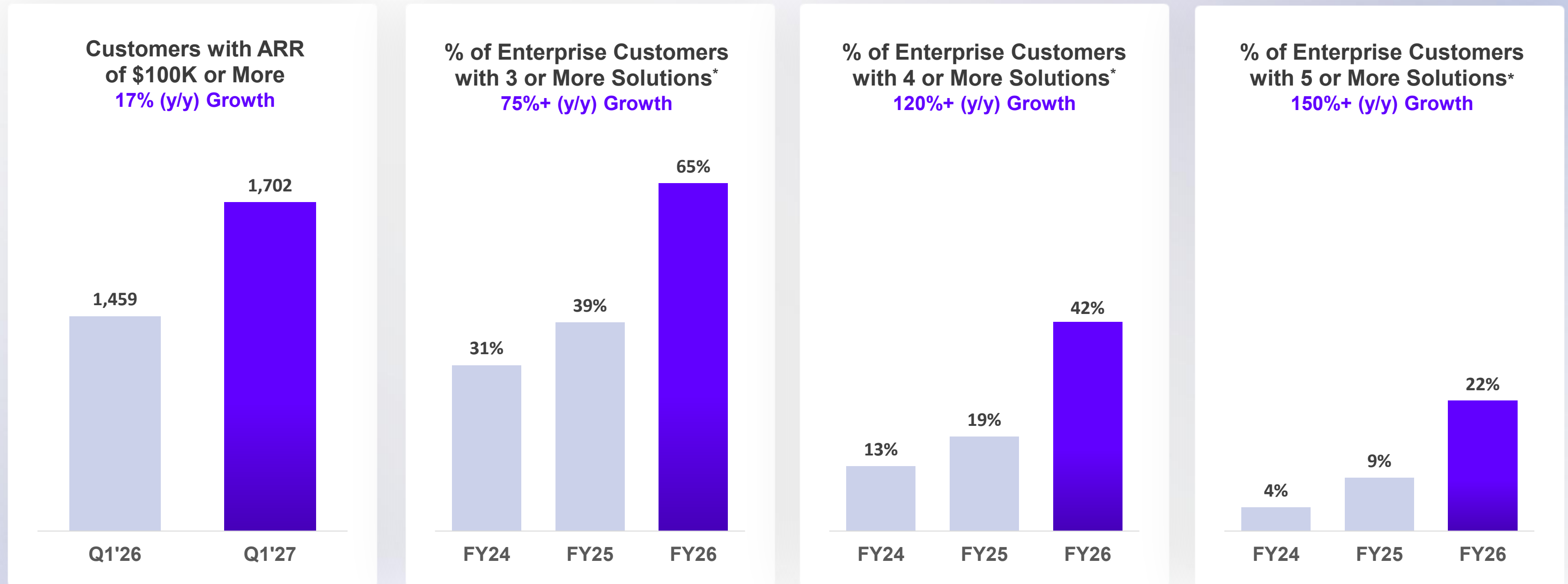
Scaling the Best-in-Class AI Security Platform for the Future

Q1 FY27 Margin Expansion



Focused on Operational Excellence, Driving Continued Margin Expansion

Customer Growth & Platform Momentum



Accelerating Multi-Product Expansion Across the Singularity Platform

Guidance

	Q2 FY27	Full Year FY27
Revenue	\$289 - \$291 Million	\$1.195 - \$1.205 Billion
Non-GAAP Operating Income	\$23 - \$25 Million	\$115 - \$125 Million
Non-GAAP EPS	\$0.06 - \$0.08	\$0.32 - \$0.38
Non-GAAP Tax Rate	~17%	~17%
Diluted Weighted Avg Shares Outstanding	~347 Million	~350 Million

Appendix

Appendix

Key Business Metrics

We monitor the following key metrics to help us evaluate our business, identify trends affecting our business, formulate business plans and make strategic decisions.

Annualized Recurring Revenue (ARR)

We believe that ARR is a key operating metric to measure our business because it is driven by our ability to acquire new subscription, consumption and usage-based customers, and to maintain and expand our relationship with existing customers. ARR represents the annualized revenue run rate of our subscription and consumption and usage-based agreements at the end of a reporting period, assuming contracts are renewed on their existing terms for customers that are under contracts with us. ARR is not a forecast of future revenue, which can be impacted by contract start and end dates, usage, renewal rates, and other contractual terms.

Customers with ARR of \$100,000 or More

We believe that our ability to increase the number of customers with ARR of \$100,000 or more is an indicator of our market penetration and strategic demand for our platform.

Definitions

Customers: We define a customer as an entity that has an active subscription for access to our platform. We count Managed Service Providers (MSPs), Managed Security Service Providers (MSSPs), Managed Detection & Response firms (MDRs), and Original Equipment Manufacturers (OEMs), who may purchase our products on behalf of multiple companies, as a single customer. We do not count our reseller or distributor channel partners as customers.

Appendix (Cont'd)

Non-GAAP Gross Margin

We define non-GAAP gross margin as GAAP gross margin, excluding stock-based compensation (SBC) expense, employer payroll tax on employee stock transactions, amortization of acquired intangible assets and acquisition-related compensation costs.

Non-GAAP Operating Margin

We define non-GAAP operating margin as GAAP operating margin, excluding SBC expense, employer payroll tax on employee stock transactions, amortization of acquired intangible assets, acquisition-related compensation costs and restructuring charges.

Non-GAAP Net Income, Non-GAAP Net Income Margin and Non-GAAP Net Income per Share, Basic and Diluted

We define non-GAAP net income as GAAP net loss excluding SBC expense, employer payroll tax on employee stock transactions, amortization of acquired intangible assets, acquisition-related compensation costs, restructuring charges, gains and losses on strategic investments and provision for (benefit from) income taxes. We define non-GAAP net income per share, basic and diluted, as non-GAAP net income divided by the weighted average common shares outstanding, which includes the effect of dilutive shares applying the treasury stock method.

Free Cash Flow and Adjusted Free Cash Flow

Free cash flow and adjusted free cash flow are non-GAAP financial measures. We define free cash flow as cash provided by operating activities less purchases of property and equipment and capitalized internal-use software costs. We define adjusted free cash flow as free cash flow, excluding the impact of discrete cash payments made under the final Assessment Agreement entered into with the Israeli Tax Authority, which is a discrete event. We believe free cash flow and adjusted free cash flow are useful indicators of liquidity that provides our management, board of directors, and investors with information about our future ability to generate or use cash to enhance the strength of our balance sheet and further invest in our business and pursue potential strategic initiatives.

Appendix (Cont'd)

Reports used for data shown in the chart titled 'Vast, Growing, and Diverse Total Addressable Market':

CY25 TAM:

- IDC Worldwide Corporate Endpoint Security Forecast Update, 2023–2027: Endpoint Security Platformization Propels Robust Growth (January 2024)
- IDC Worldwide Threat Intelligence Forecast, 2024–2028: Beyond Reaction—The Rise of Predictive Threat Intelligence (April 2024)
- IDC Worldwide Security Information & Event Management Forecast, 2023–2027: In the Face of XDR, Many Organizations Are Still Living in SIEM (August 2023)
- IDC Worldwide and U.S. Comprehensive Security Services Forecast, 2024–2028 (April 2024)
- Forrester Global AI Software Forecast, 2023–2030 (September 2023)
- Company estimates

GAAP to Non-GAAP Reconciliation

	Three Months Ended April 30,	
	2026	2025
Cost of revenue reconciliation:		
GAAP cost of revenue	\$ 77,965	\$ 56,532
Stock-based compensation expense	(5,895)	(4,665)
Employer payroll tax on employee stock transactions	(231)	(230)
Amortization of acquired intangible assets	(7,959)	(4,059)
Acquisition-related compensation	(5)	(20)
Non-GAAP cost of revenue	<u>\$ 63,875</u>	<u>\$ 47,558</u>
Gross profit reconciliation:		
GAAP gross profit	\$ 198,692	\$ 172,497
Stock-based compensation expense	5,895	4,665
Employer payroll tax on employee stock transactions	231	230
Amortization of acquired intangible assets	7,959	4,059
Acquisition-related compensation	5	20
Non-GAAP gross profit	<u>\$ 212,782</u>	<u>\$ 181,471</u>
Gross margin reconciliation:		
GAAP gross margin	72 %	75 %
Stock-based compensation expense	2 %	2 %
Employer payroll tax on employee stock transactions	— %	— %
Amortization of acquired intangible assets	3 %	2 %
Acquisition-related compensation	— %	— %
Non-GAAP gross margin	<u>77 %</u>	<u>79 %</u>

GAAP to Non-GAAP Reconciliation

	Three Months Ended April 30,	
	2026	2025
Research and development expense reconciliation:		
GAAP research and development expense	\$ 95,770	\$ 72,253
Stock-based compensation expense	(28,948)	(20,941)
Employer payroll tax on employee stock transactions	(391)	(531)
Acquisition-related compensation	(2,239)	(674)
Non-GAAP research and development expense	<u>\$ 64,192</u>	<u>\$ 50,107</u>
Sales and marketing expense reconciliation:		
GAAP sales and marketing expense	\$ 132,111	\$ 133,881
Stock-based compensation expense	(20,285)	(22,915)
Employer payroll tax on employee stock transactions	(471)	(692)
Amortization of acquired intangible assets	(2,469)	(2,180)
Acquisition-related compensation	(1,079)	(17)
Non-GAAP sales and marketing expense	<u>\$ 107,807</u>	<u>\$ 108,077</u>
General and administrative expense reconciliation:		
GAAP general and administrative expense	\$ 50,497	\$ 48,679
Stock-based compensation expense	(19,761)	(20,170)
Employer payroll tax on employee stock transactions	(498)	(1,295)
Non-GAAP general and administrative expense	<u>\$ 30,238</u>	<u>\$ 27,214</u>

GAAP to Non-GAAP Reconciliation

	Three Months Ended April 30,	
	2026	2025
Restructuring expense reconciliation:		
GAAP restructuring expense	\$ 32	\$ 5,167
Stock-based compensation	—	36
Other restructuring charges	(32)	(5,203)
Non-GAAP restructuring expense	<u>\$ —</u>	<u>\$ —</u>
Operating loss reconciliation:		
GAAP operating loss	\$ (79,718)	\$ (87,483)
Stock-based compensation expense	74,889	68,655
Employer payroll tax on employee stock transactions	1,591	2,748
Amortization of acquired intangible assets	10,428	6,239
Acquisition-related compensation	3,323	711
Other restructuring charges	32	5,203
Non-GAAP operating income (loss)	<u>\$ 10,545</u>	<u>\$ (3,927)</u>
Operating margin reconciliation:		
GAAP operating margin	(29) %	(38) %
Stock-based compensation expense	27 %	30 %
Employer payroll tax on employee stock transactions	1 %	1 %
Amortization of acquired intangible assets	4 %	3 %
Acquisition-related compensation	1 %	— %
Other restructuring charges	— %	2 %
Non-GAAP operating margin	<u>4 %</u>	<u>(2)%</u>

GAAP to Non-GAAP Reconciliation

	Three Months Ended April 30,	
	2026	2025
Provision for income taxes reconciliation:		
GAAP provision for income taxes	5,763	133,492
Income tax adjustments	(3,264)	(131,283)
Non-GAAP provision for income taxes ⁽¹⁾	<u>\$ 2,499</u>	<u>\$ 2,209</u>
Net income (loss) reconciliation:		
GAAP net loss	\$ (76,164)	\$ (208,193)
Stock-based compensation expense	74,889	68,655
Employer payroll tax on employee stock transactions	1,591	2,748
Amortization of acquired intangible assets	10,428	6,239
Acquisition-related compensation	3,323	711
Other restructuring charges	32	5,203
Net (gain) loss on strategic investments	(5,108)	3
Provision for income taxes	3,264	131,283
Non-GAAP net income	<u>\$ 12,255</u>	<u>\$ 6,649</u>
Net income (loss) margin reconciliation:		
GAAP net loss margin	(28) %	(91) %
Stock-based compensation	27 %	30 %
Employer payroll tax on employee stock transactions	1 %	1 %
Amortization of acquired intangible assets	4 %	3 %
Acquisition-related compensation	1 %	— %
Other restructuring charges	— %	2 %
Net gain (loss) on strategic investments	(2)%	— %
Provision for income taxes	1 %	57 %
Non-GAAP net income margin*	<u>4 %</u>	<u>3 %</u>

GAAP to Non-GAAP Reconciliation

	Three Months Ended April 30,	
	2026	2025
GAAP basic and diluted shares	337,000,297	327,976,349
Dilutive shares under the treasury stock method	5,000,509	11,350,541
Non-GAAP diluted shares	<u>342,000,806</u>	<u>339,326,890</u>
Diluted EPS reconciliation:		
GAAP net loss per share, basic and diluted	\$ (0.23)	\$ (0.63)
Stock-based compensation expense	0.22	0.20
Employer payroll tax on employee stock transactions	—	0.01
Amortization of acquired intangible assets	0.03	0.02
Acquisition-related compensation	0.01	—
Other restructuring charges	—	0.02
Net gain (loss) on strategic investments	(0.01)	—
Provision for income taxes	0.01	0.39
Adjustment to fully diluted earnings per share ⁽²⁾	0.01	0.01
Non-GAAP net income per share, diluted	<u>\$ 0.04</u>	<u>\$ 0.02</u>

*Certain figures may not sum due to rounding.

⁽¹⁾ Effective in the first quarter of fiscal year 2027, the Company adopted a long-term projected non-GAAP tax rate of 17% to calculate non-GAAP net income. The projected rate reflects the Company's expectations of its long-term tax structure and jurisdictional mix of income.

⁽²⁾ For periods in which we had diluted non-GAAP net income per share, the sum of the impact of individual reconciling items may not total to diluted non-GAAP net income per share because the basic share counts used to calculate GAAP net loss per share differ from the diluted share counts used to calculate non-GAAP net income per share, and because of rounding differences. The GAAP net loss per share calculation uses a lower share count as it excludes dilutive shares which are included in calculating the non-GAAP net income per share.

Selected Cash Flow Information

	Three Months Ended April 30,	
	2026	2025
Reconciliation of cash provided by operating activities to free cash flow and adjusted free cash flow:		
GAAP net cash provided by operating activities	\$ 38,493	\$ 52,274
Less: Purchases of property and equipment	(424)	(146)
Less: Capitalized internal-use software	(7,354)	(6,684)
Free cash flow	30,715	45,444
Add: Cash income tax payments relating to the ITA Agreement	30,658	—
Adjusted free cash flow	\$ 61,373	\$ 45,444
Net cash used in investing activities	\$ (63,885)	\$ (65,592)
Net cash provided by (used in) financing activities	\$ 882	\$ 12,277
Operating cash flow margin	14 %	23 %
Free cash flow margin	11 %	20 %
Adjusted free cash flow margin	22 %	20 %



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