

**ATLASSIAN**  
Investor Relations Data Sheet

	Description	FY2022	Q1FY23	Q2FY23	Q3FY23	Q4FY23	FY2023	Q1FY24	Q2FY24	Q3FY24	Q4FY24	FY2024	Q1FY25	Q2FY25	Q3FY25
Revenue by Type (\$ in thousands)	Subscription	2,096,706	650,984	711,199	760,680	799,713	2,922,576	851,982	932,181	1,071,355	1,068,871	3,924,389	1,131,948	1,213,248	1,272,876
	Other*	706,176	156,408	161,505	154,773	139,385	612,071	125,793	127,929	110,773	62,719	434,214	55,833	73,215	83,840
	<b>Total revenues</b>	<b>2,802,882</b>	<b>807,392</b>	<b>872,704</b>	<b>915,453</b>	<b>939,098</b>	<b>3,534,647</b>	<b>977,775</b>	<b>1,060,110</b>	<b>1,182,128</b>	<b>1,131,590</b>	<b>4,358,603</b>	<b>1,187,781</b>	<b>1,286,463</b>	<b>1,356,716</b>
Revenue by Type Growth Rates (% Y/Y)	Subscription	58%	50%	40%	37%	34%	39%	31%	31%	41%	34%	34%	33%	30%	19%
	Other*	-8%	-12%	-10%	-17%	-14%	-13%	-20%	-21%	-24%	-55%	-29%	-56%	-43%	-29%
	<b>Total revenues</b>	<b>34%</b>	<b>31%</b>	<b>27%</b>	<b>24%</b>	<b>24%</b>	<b>26%</b>	<b>21%</b>	<b>21%</b>	<b>30%</b>	<b>20%</b>	<b>23%</b>	<b>21%</b>	<b>21%</b>	<b>14%</b>
Revenue by Deployment (\$ in thousands)	Cloud	1,515,424	475,043	512,335	534,891	563,229	2,085,498	604,647	653,210	703,036	738,006	2,698,899	792,306	846,962	880,429
	Data Center	560,319	171,228	194,264	221,551	232,208	819,251	242,943	274,758	364,134	326,663	1,208,498	335,594	362,281	388,516
	Server	525,028	113,813	106,168	94,389	86,149	400,519	78,752	69,173	29,720	-	177,645	-	-	-
	Marketplace and other	202,111	47,308	59,937	64,622	57,512	229,379	51,433	62,969	92,238	66,921	273,561	59,881	77,220	87,771
	<b>Total revenues</b>	<b>2,802,882</b>	<b>807,392</b>	<b>872,704</b>	<b>915,453</b>	<b>939,098</b>	<b>3,534,647</b>	<b>977,775</b>	<b>1,060,110</b>	<b>1,182,128</b>	<b>1,131,590</b>	<b>4,358,603</b>	<b>1,187,781</b>	<b>1,286,463</b>	<b>1,356,716</b>
Revenue by Deployment Growth Rates (% Y/Y)	Cloud	57%	49%	41%	34%	30%	38%	27%	27%	31%	31%	29%	31%	30%	25%
	Data Center	67%	54%	40%	47%	46%	46%	42%	47%	64%	41%	48%	38%	32%	7%
	Server	-14%	-18%	-22%	-29%	-27%	-24%	-31%	-35%	-69%	-100%	-56%	-100%	-100%	-100%
	Marketplace and other	14%	4%	20%	12%	17%	13%	9%	5%	43%	16%	19%	16%	23%	-5%
	<b>Total revenues</b>	<b>34%</b>	<b>31%</b>	<b>27%</b>	<b>24%</b>	<b>24%</b>	<b>26%</b>	<b>21%</b>	<b>21%</b>	<b>30%</b>	<b>20%</b>	<b>23%</b>	<b>21%</b>	<b>21%</b>	<b>14%</b>
GAAP Results (\$ in thousands)	Total revenues	2,802,882	807,392	872,704	915,453	939,098	3,534,647	977,775	1,060,110	1,182,128	1,131,590	4,358,603	1,187,781	1,286,463	1,356,716
	Cost of revenues	452,014	139,392	155,945	168,652	169,776	633,765	176,029	194,536	213,425	217,505	803,495	217,624	233,127	219,675
	Gross profit	2,349,968	668,000	716,759	746,801	769,322	2,900,882	799,746	865,574	975,703	914,085	3,555,108	970,157	1,063,336	1,137,041
	Research and development	1,291,877	399,006	473,676	522,344	474,855	1,869,881	481,738	536,779	576,490	589,104	2,184,111	603,101	680,213	685,320
	Marketing and sales	535,815	160,128	186,191	220,921	202,621	769,861	193,567	220,513	223,814	239,603	877,497	252,393	271,894	295,832
	General and administrative	452,193	142,893	156,131	165,103	142,235	606,362	143,310	157,344	157,955	152,328	610,577	146,641	168,708	168,345
	Operating expenses	2,279,885	702,027	815,998	908,368	819,711	3,246,104	818,615	914,636	957,899	981,035	3,672,385	1,002,135	1,120,815	1,149,497
	Operating income (loss)	70,083	(34,027)	(99,239)	(161,567)	(50,389)	(345,222)	(18,869)	(49,062)	17,804	(66,950)	(117,077)	(31,978)	(57,479)	(12,456)
	Benefit from (provision for) income taxes	(48,572)	(8,025)	(100,498)	(63,596)	(13,500)	(175,625)	(20,929)	(44,360)	(7,023)	(142,800)	(215,112)	(93,605)	8,975	(63,453)
	<b>Net income (loss)</b>	<b>(519,510)</b>	<b>(13,741)</b>	<b>(205,031)</b>	<b>(209,037)</b>	<b>(58,925)</b>	<b>(486,761)</b>	<b>(11,883)</b>	<b>(84,469)</b>	<b>(12,752)</b>	<b>(106,919)</b>	<b>(800,519)</b>	<b>(123,769)</b>	<b>(88,208)</b>	<b>(70,807)</b>
Stock-based compensation (\$ in thousands)	Cost of revenues	31,358	10,613	18,553	17,581	17,166	63,913	16,821	19,213	17,840	17,817	71,691	18,214	23,031	20,980
	Research and development	328,978	110,129	169,342	167,994	156,836	604,301	150,446	187,819	190,322	183,822	712,409	193,445	260,278	240,847
	Marketing and sales	76,209	23,195	38,156	36,571	33,817	131,739	32,281	38,168	33,383	33,515	137,347	35,992	43,260	43,071
	General and administrative	88,258	29,694	39,734	41,281	37,425	148,134	36,033	44,645	40,974	38,334	159,986	38,495	52,161	41,944
	<b>Total stock-based compensation</b>	<b>524,803</b>	<b>173,631</b>	<b>265,785</b>	<b>263,427</b>	<b>245,244</b>	<b>948,087</b>	<b>235,581</b>	<b>289,845</b>	<b>282,519</b>	<b>273,488</b>	<b>1,081,433</b>	<b>286,146</b>	<b>378,730</b>	<b>346,842</b>
GAAP to Non-GAAP Reconciliation: Cost of Revenues (\$ in thousands)	Cost of revenues	452,014	139,392	155,945	168,652	169,776	633,765	176,029	194,536	213,425	217,505	803,495	217,624	233,127	219,675
	Less: Stock-based compensation	31,358	10,613	18,553	17,293	17,166	63,625	16,821	19,213	17,840	17,817	71,691	18,214	23,031	20,980
	Less: Amortization of acquired intangible assets	22,694	5,697	5,697	5,696	5,763	22,853	5,772	7,056	12,454	11,706	36,988	10,116	10,130	10,131
	Less (plus): Restructuring charges**	-	-	-	9,247	(55)	9,192	-	-	-	-	-	-	-	-
	<b>Non-GAAP cost of revenues</b>	<b>398,862</b>	<b>123,082</b>	<b>131,695</b>	<b>136,416</b>	<b>146,902</b>	<b>538,095</b>	<b>155,436</b>	<b>168,267</b>	<b>183,131</b>	<b>187,982</b>	<b>694,816</b>	<b>189,294</b>	<b>189,966</b>	<b>188,564</b>
GAAP to Non-GAAP Reconciliation: Research and Development (\$ in thousands)	Research and development	1,291,877	399,006	473,676	522,344	474,855	1,869,881	481,738	536,779	576,490	589,104	2,184,111	603,101	680,213	685,320
	Less: Stock-based compensation	328,978	110,129	169,342	167,994	156,836	598,435	150,446	187,819	190,322	183,822	712,409	193,445	260,278	240,847
	Less: Amortization of acquired intangible assets	374	94	93	94	93	374	94	93	94	93	374	94	93	94
	Less (plus): Restructuring charges**	-	-	-	43,321	(872)	43,149	-	-	-	-	-	-	-	-
	<b>Non-GAAP research and development</b>	<b>962,525</b>	<b>288,783</b>	<b>304,241</b>	<b>316,981</b>	<b>317,918</b>	<b>1,227,923</b>	<b>331,198</b>	<b>348,867</b>	<b>386,074</b>	<b>405,189</b>	<b>1,471,328</b>	<b>409,562</b>	<b>419,842</b>	<b>444,379</b>
GAAP to Non-GAAP Reconciliation: Marketing and Sales (\$ in thousands)	Marketing and sales	535,815	160,128	186,191	220,921	202,621	769,861	193,567	220,513	223,814	239,603	877,497	252,393	271,894	295,832
	Less: Stock-based compensation	76,209	23,195	38,156	34,662	33,911	129,924	32,281	38,168	33,383	33,515	137,347	35,992	43,260	43,071
	Less: Amortization of acquired intangible assets	9,330	2,505	2,506	2,365	2,524	9,900	2,365	2,712	3,646	3,663	12,386	3,672	3,673	3,672
	Less (plus): Restructuring charges**	-	-	-	24,186	(318)	23,868	-	-	-	-	-	-	-	-
	<b>Non-GAAP marketing and sales</b>	<b>450,276</b>	<b>134,428</b>	<b>145,529</b>	<b>159,708</b>	<b>166,504</b>	<b>606,169</b>	<b>158,921</b>	<b>179,633</b>	<b>186,785</b>	<b>202,425</b>	<b>727,764</b>	<b>212,729</b>	<b>224,961</b>	<b>249,089</b>
GAAP to Non-GAAP Reconciliation: General and Administrative (\$ in thousands)	General and administrative	452,193	142,893	156,131	165,103	142,235	606,362	143,310	157,344	157,955	152,328	610,577	146,641	168,708	168,345
	Less: Stock-based compensation	88,258	29,694	39,734	38,775	37,625	145,828	36,033	44,645	40,974	38,334	159,986	38,495	52,161	41,944
	Less (plus): Restructuring charges**	-	-	-	21,094	(409)	20,685	-	-	-	-	-	-	-	-
	<b>Non-GAAP general and administrative</b>	<b>363,935</b>	<b>113,199</b>	<b>116,397</b>	<b>105,234</b>	<b>105,019</b>	<b>439,849</b>	<b>107,277</b>	<b>112,699</b>	<b>116,621</b>	<b>113,994</b>	<b>450,591</b>	<b>108,146</b>	<b>116,547</b>	<b>126,401</b>
	% of total revenues	13%	14%	13%	11%	11%	12%	11%	11%	10%	10%	10%	9%	9%	9%
GAAP to Non-GAAP Reconciliation: Operating Expenses (\$ in thousands)	GAAP operating expenses	2,279,885	702,027	815,998	908,368	819,711	3,246,104	818,615	914,636	957,899	981,035	3,672,385	1,002,135	1,120,815	1,149,497
	Less: Stock-based compensation	493,445	163,018	247,232	235,385	228,552	874,187	218,760	270,632	264,679	255,671	1,009,742	267,932	355,699	325,862
	Less: Amortization of acquired intangible assets	9,704	2,599	2,599	2,459	2,617	10,274	2,459	2,805	3,740	3,756	12,760	3,766	3,766	3,766
	Less (plus): Restructuring charges**	-	-	-	88,601	(899)	87,702	-	-	-	-	-	-	-	-
	<b>Non-GAAP operating expenses</b>	<b>1,776,736</b>	<b>536,410</b>	<b>566,167</b>	<b>581,923</b>	<b>589,441</b>	<b>2,273,941</b>	<b>597,396</b>	<b>641,199</b>	<b>689,480</b>	<b>721,608</b>	<b>2,649,483</b>	<b>730,437</b>	<b>761,350</b>	<b>819,869</b>

	Description	FY2022	Q1FY23	Q2FY23	Q3FY23	Q4FY23	FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	FY24	Q1FY25	Q2FY25	Q3FY25
GAAP to Non-GAAP Reconciliation: Gross Profit (\$ in thousands)	GAAP gross profit	2,349,968	668,000	716,750	746,801	769,222	2,900,882	799,746	865,574	975,703	914,085	3,555,908	970,157	1,063,336	1,137,041
	Plus: Stock-based compensation	31,358	10,613	18,553	17,293	17,166	63,625	16,821	19,213	17,840	17,817	71,691	18,314	23,031	20,980
	Plus: Amortization of acquired intangible assets	22,694	5,697	5,697	5,696	5,763	22,853	5,772	7,056	12,454	11,706	36,988	10,116	10,130	10,130
	Plus (less): Restructuring charges**	—	—	—	9,247	(55)	9,192	—	—	—	—	—	—	—	—
	Non-GAAP gross profit	2,404,020	684,310	741,009	779,037	792,196	2,996,552	822,339	891,843	1,005,997	943,608	3,663,787	998,487	1,096,497	1,168,152
	Non-GAAP gross margin	86%	85%	85%	85%	84%	85%	84%	84%	85%	83%	84%	84%	85%	86%
GAAP to Non-GAAP Reconciliation: Operating Income (Loss) (\$ in thousands)	GAAP operating income (loss)	70,083	(34,027)	(19,239)	(161,567)	(50,389)	(345,232)	(18,869)	(49,062)	17,804	(66,950)	(117,077)	(31,978)	(57,479)	(12,456)
	Plus: Stock-based compensation	524,803	173,631	265,785	252,678	245,718	937,812	235,581	289,845	282,519	273,488	1,081,433	286,146	378,730	346,842
	Plus: Amortization of acquired intangible assets	32,398	8,296	8,296	8,155	8,380	33,127	8,231	9,861	16,194	15,462	49,748	13,882	13,896	13,897
	Plus (less): Restructuring charges**	—	—	—	97,848	(954)	96,894	—	—	—	—	—	—	—	—
	Non-GAAP operating income	627,284	147,900	174,842	197,114	202,755	722,611	224,943	250,444	316,517	222,000	1,014,104	268,050	335,147	348,283
	Non-GAAP operating margin	22%	18%	20%	22%	22%	20%	23%	24%	27%	20%	23.27%	23%	26%	26%
GAAP to Non-GAAP Reconciliation: Net Income (Loss) (\$ in thousands)	GAAP net income (loss)	(519,510)	(13,741)	(205,031)	(209,037)	(58,952)	(486,761)	(31,883)	(84,469)	12,752	(196,919)	(300,519)	(23,769)	(38,208)	(70,807)
	Plus: Stock-based compensation	524,803	173,631	265,785	252,678	245,718	937,812	235,581	289,845	282,519	273,488	1,081,433	286,146	378,730	346,842
	Plus: Amortization of acquired intangible assets	32,398	8,296	8,296	8,155	8,380	33,127	8,231	9,861	16,194	15,462	49,748	13,882	13,896	13,897
	Plus (less): Restructuring charges**	—	—	—	97,848	(954)	96,894	—	—	—	—	—	—	—	—
	Plus: Non-coupon impact related to exchangeable senior notes and capped calls	450,829	—	—	—	—	—	—	—	—	—	—	—	—	—
	Less: Gain on a non-cash sale of a controlling interest of a subsidiary	—	(43,091)	(2,067)	—	—	(45,158)	(1,378)	—	—	—	(1,378)	—	—	—
	Adjustment for: Income tax effects	(105,064)	(32,548)	47,750	(11,689)	(47,172)	(43,659)	(41,571)	(25,731)	(78,969)	79,396	(66,875)	23,441	(98,791)	(28,427)
	Non-GAAP net income	383,456	92,547	114,733	137,955	147,020	492,255	168,980	189,506	232,496	171,427	762,409	199,700	255,627	261,505
Net Cash Provided by Operating Activities Reconciled to Free Cash Flow (\$ in thousands)	Net cash provided by operating activities	821,044	92,442	150,525	352,369	272,775	868,111	166,956	289,594	565,390	426,219	1,448,159	80,492	351,905	652,681
	Less: Capital Expenditures	70,583	16,496	4,040	2,691	2,425	25,652	3,669	5,333	10,520	13,055	32,577	6,151	9,336	14,366
	Free cash flow	750,461	75,946	146,485	349,678	270,350	842,459	163,287	284,261	554,870	413,164	1,415,582	74,341	342,569	638,315
	% of total revenues	27%	9%	17%	38%	29%	24%	17%	27%	47%	37%	32%	6%	27%	47%
Supplemental Cash Flow Information (\$ in thousands)	Income taxes paid, net of refunds	66,648	29,220	63,742	5,043	4,151	102,156	44,054	86,083	39,872	83,819	253,828	74,405	21,956	18,681
	Interest paid (received), net	13,310	5,575	6,813	7,747	15,050	46,247	8,760	8,809	8,530	(30,494)	(4,395)	108	27,002	144
Other Data (period ended)	Customers with >S10K in Cloud ARR**	32,355	34,011	36,191	37,336	38,726	38,726	40,103	42,864***	44,336	45,842	46,844	49,449	50,715	
	Employee Headcount	8,813	9,802	10,787	11,067	10,726	10,726	11,151	11,423	11,902	12,157	12,157	12,501	12,750	13,370
Revenue by Geography (\$ in thousands)	Americas	1,408,868	409,921	429,709	455,044	470,492	1,765,166	489,528	514,434	564,387	557,085	2,125,434	584,499	619,165	637,316
	EMEA	1,077,338	304,278	343,770	356,243	362,448	1,366,739	378,006	425,292	500,005	447,607	1,750,910	469,269	525,482	571,553
	Asia Pacific	316,676	93,193	99,225	104,166	106,158	402,742	110,241	120,384	124,736	126,898	482,259	134,013	141,816	147,847
	Total	2,802,882	807,392	872,704	915,453	939,098	3,534,647	977,775	1,060,110	1,189,128	1,131,590	4,358,603	1,187,781	1,286,463	1,356,716
GAAP to Non-GAAP Reconciliation: Weighted-Avg. Shares Used in Computing Diluted EPS (in thousands)	GAAP diluted shares outstanding	253,312	255,167	255,874	256,825	257,389	256,307	257,907	258,601	261,778	260,326	259,133	260,477	261,147	262,671
	Dilution from options and RSUs	2,345	1,041	304	425	447	554	1,008	1,051	—	484	1,076	298	4,546	5,959
	Non-GAAP diluted shares outstanding	255,657	256,208	256,178	257,250	257,836	256,861	258,915	259,652	261,778	260,810	260,209	260,775	265,693	268,630
GAAP to Non-GAAP Reconciliation: Diluted Earnings Per Share (\$)	GAAP diluted earnings per share	(2.05)	(0.05)	(0.80)	(0.81)	(0.23)	(1.90)	(0.12)	(0.33)	0.05	(0.76)	(1.16)	(0.48)	(0.15)	(0.27)
	Plus: Stock-based compensation	2.05	0.68	1.04	0.98	0.95	3.66	0.91	1.12	1.08	1.05	4.16	1.11	1.43	1.29
	Plus: Amortization of acquired intangible assets	0.13	0.03	0.03	0.03	0.03	0.13	0.03	0.04	0.06	0.06	0.19	0.05	0.05	0.05
	Plus (less): Restructuring charges**	—	—	—	0.39	—	0.38	—	—	—	—	—	—	—	—
	Plus: Non-coupon impact related to exchangeable senior notes and capped calls	1.78	—	—	—	—	—	—	—	—	—	—	—	—	—
	Less: Gain on a non-cash sale of a controlling interest of a subsidiary	—	(0.17)	(0.01)	—	—	(0.18)	(0.01)	—	—	—	(0.01)	—	—	—
	Adjustment for: Income tax effects	(0.41)	(0.13)	0.19	(0.05)	(0.18)	(0.17)	(0.16)	(0.10)	(0.30)	0.31	(0.25)	0.09	(0.37)	(0.10)
	Non-GAAP diluted earnings per share	1.50	0.36	0.45	0.54	0.57	1.92	0.65	0.73	0.89	0.66	2.93	0.77	0.96	0.97

Due to rounding, numbers presented throughout this document may not add up precisely to the totals provided.

We believe that for the purposes of our reported results and financial targets, the use of certain non-GAAP financial measures, including non-GAAP gross profit, non-GAAP operating income, non-GAAP net income, non-GAAP net income per diluted share and free cash flow is helpful to our investors. These measures, which we refer to as our non-GAAP financial measures, are not prepared in accordance with GAAP. Please see "About Non-GAAP Financial Measures" in our earnings press release for how we calculate our non-GAAP financial measures.

Our non-GAAP measures may not be comparable to similarly titled measures of other companies because other companies may not calculate these measures in the same manner as we do. We believe that tracking and presenting these non-GAAP financial measures provides our stockholders the ability to better evaluate matters relating to our core operations.

\*\*Maintenance revenue related to our Sewer offerings has been classified to Other revenues for all periods presented.

\*\*Restructuring charges include stock-based compensation expense related to the reallocation of resources in Q3'23.

\*\*\*We define the number of customers with Cloud ARR greater than \$10,000 at the end of any particular period as the number of organizations with unique domains with an active Cloud subscription and greater than \$10,000 in Cloud ARR. We define Cloud ARR as the annualized recurring revenue run-rate of Cloud subscription agreements at a point in time. We calculate Cloud ARR by taking the Cloud monthly recurring revenue ("Cloud MRR") run-rate and multiplying it by 12. Cloud MRR for each month is calculated by aggregating monthly recurring revenue from committed contractual amounts at a point in time. Cloud ARR and Cloud MRR should be viewed independently of revenue and do not represent our revenue under GAAP, as they are operational metrics that can be affected by contract start and end dates and renewal rates.

\*\*\*\*The acquisition of Loom, Inc. increased the number of customers with greater than \$10,000 in Cloud ARR by 32%.