ATLASSIAN
Investor Relations Data Sheet

Section	Description	FY2021	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	FY2022	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY2023	Q1 FY24
Revenue by Type ($ in thousands)	Subscription	1,324,064	435,296	508,987	555,126	597,297	2,096,706	650,984	711,199	760,680	799,713	2,922,576	851,982
	Maintenance	522,971	130,590	127,059	120,333	117,095	495,077	113,565	106,023	94,225	85,925	399,738	78,598
	Other	242,097	48,138	52,480	65,032	45,449	211,099	42,843	55,482	60,548	53,460	212,333	47,195
	Total revenues	**2,089,132**	**614,024**	**688,526**	**740,491**	**759,841**	**2,802,882**	**807,392**	**872,704**	**915,453**	**939,098**	**3,534,647**	**977,775**
Revenue by Type Growth Rates (% Y/Y)	Subscription	42%	57%	64%	59%	55%	58%	50%	40%	37%	34%	39%	31%
	Maintenance	11%	2%	-3%	-9%	-11%	-5%	-13%	-17%	-22%	-27%	-19%	-31%
	Other	13%	-11%	-12%	-24%	6%	-13%	-11%	6%	-7%	18%	1%	10%
	Total revenues	**29%**	**34%**	**37%**	**30%**	**36%**	**34%**	**31%**	**27%**	**24%**	**24%**	**26%**	**21%**
Revenue by Deployment ($ in thousands)	Cloud	967,832	317,903	364,099	399,453	433,969	1,515,424	475,043	512,335	534,891	563,229	2,085,498	604,647
	Data Center	336,273	111,195	139,108	151,095	158,921	560,319	171,228	194,264	221,551	232,208	819,251	242,943
	Server	607,778	139,547	135,519	132,333	117,629	525,028	113,813	106,168	94,389	86,149	400,519	78,752
	Marketplace and services	177,249	45,379	49,800	57,610	49,322	202,111	47,308	59,937	64,622	57,512	229,379	51,433
	Total revenues	**2,089,132**	**614,024**	**688,526**	**740,491**	**759,841**	**2,802,882**	**807,392**	**872,704**	**915,453**	**939,098**	**3,534,647**	**977,775**
Revenue by Deployment Growth Rates (% Y/Y)	Cloud	39%	53%	58%	60%	55%	57%	49%	41%	34%	30%	38%	27%
	Data Center	57%	68%	83%	59%	60%	67%	54%	40%	47%	46%	46%	42%
	Server	8%	-7%	-12%	-19%	-16%	-14%	-18%	-22%	-29%	-27%	-24%	-31%
	Marketplace and services	27%	26%	20%	-4%	24%	14%	4%	20%	12%	17%	13%	9%
	Total revenues	**29%**	**34%**	**37%**	**30%**	**36%**	**34%**	**31%**	**27%**	**24%**	**24%**	**26%**	**21%**
GAAP Results ($ in thousands)	Total revenues	2,089,132	614,024	688,526	740,491	759,841	2,802,882	807,392	872,704	915,453	939,098	3,534,647	977,775
	Cost of revenues	331,850	96,256	110,191	116,063	130,404	452,914	139,392	155,945	168,652	169,776	633,765	178,029
	Gross profit	1,757,282	517,768	578,335	624,428	629,437	2,349,968	668,000	716,759	746,801	769,322	2,900,882	799,746
	Research and development	932,994	272,140	318,569	334,161	367,007	1,291,877	399,006	473,676	522,344	474,855	1,869,881	481,738
	Marketing and sales	371,644	99,329	121,046	142,386	173,054	535,815	160,128	186,191	220,921	202,621	769,861	193,567
	General and administrative	311,238	89,822	115,678	114,984	131,709	452,193	142,893	156,131	165,103	142,235	606,362	143,310
	Operating expenses	1,615,876	461,291	555,293	591,531	671,770	2,279,885	702,027	815,998	908,368	819,711	3,246,104	818,615
	Operating income (loss)	141,406	56,477	23,042	32,897	(42,333)	70,083	(34,027)	(99,239)	(161,567)	(50,389)	(345,222)	(18,869)
	Provision for income taxes	(64,564)	(636)	(2,079)	(1,598)	(44,259)	(48,572)	(8,025)	(100,498)	(53,596)	(13,506)	(175,625)	(20,929)
	Net income (loss)	**(578,979)**	**(411,204)**	**(22,328)**	**4,661**	**(90,639)**	**(519,510)**	**(13,741)**	**(205,031)**	**(209,037)**	**(58,952)**	**(486,761)**	**(31,883)**
Stock-based compensation ($ in thousands)	Cost of revenues	19,879	5,917	8,453	8,269	8,719	31,358	10,613	18,553	17,581	17,166	63,913	16,821
	Research and development	220,294	64,282	90,120	84,778	89,798	328,978	110,129	169,342	167,994	156,836	604,301	150,446
	Marketing and sales	44,754	14,494	21,873	20,053	19,789	76,209	23,195	38,156	36,571	33,817	131,739	32,281
	General and administrative	55,890	16,214	25,374	23,302	23,368	88,258	29,694	39,734	41,281	37,425	148,134	36,033
	Total Stock-based compensation	**340,817**	**100,907**	**145,820**	**136,402**	**141,674**	**524,803**	**173,631**	**265,785**	**263,427**	**245,244**	**948,087**	**235,581**
GAAP to Non-GAAP Reconciliation: Cost of Revenues ($ in thousands)	**Cost of revenues**	**331,850**	**96,256**	**110,191**	**116,063**	**130,404**	**452,914**	**139,392**	**155,945**	**168,652**	**169,776**	**633,765**	**178,029**
	Less: Stock-based compensation	19,879	5,917	8,453	8,269	8,719	31,358	10,613	18,553	17,293	17,166	63,625	16,821
	Less: Amortization of acquired intangible assets	22,394	5,689	5,599	5,709	5,697	22,694	5,697	5,697	5,696	5,763	22,853	5,772
	Less (plus): Restructuring charges*	–	–	–	–	–	–	–	–	9,247	(55)	9,192	–
	Non-GAAP cost of revenues	**289,577**	**84,650**	**96,139**	**102,085**	**115,988**	**398,862**	**123,082**	**131,695**	**136,416**	**146,902**	**538,095**	**155,436**
	% of total revenues	14%	14%	14%	14%	15%	14%	15%	15%	15%	16%	15%	16%
GAAP to Non-GAAP Reconciliation: Research and Development ($ in thousands)	**Research and development**	**932,994**	**272,140**	**318,569**	**334,161**	**367,007**	**1,291,877**	**399,006**	**473,676**	**522,344**	**474,855**	**1,869,881**	**481,738**
	Less: Stock-based compensation	220,294	64,282	90,120	84,778	89,798	328,978	110,129	169,342	161,948	157,016	598,435	150,446
	Less: Amortization of acquired intangible assets	168	94	93	94	93	374	94	93	94	93	374	94
	Less (plus): Restructuring charges*	–	–	–	–	–	–	–	–	43,321	(172)	43,149	–
	Non-GAAP research and development	**712,532**	**207,764**	**228,356**	**249,289**	**277,116**	**962,525**	**288,783**	**304,241**	**316,981**	**317,918**	**1,227,923**	**331,198**
	% of total revenues	34%	34%	33%	34%	36%	34%	36%	35%	35%	34%	35%	34%
GAAP to Non-GAAP Reconciliation: Marketing and Sales ($ in thousands)	**Marketing and sales**	**371,644**	**99,329**	**121,046**	**142,386**	**173,054**	**535,815**	**160,128**	**186,191**	**220,921**	**202,621**	**769,861**	**193,567**
	Less: Stock-based compensation	44,754	14,494	21,873	20,053	19,789	76,209	23,195	38,156	34,662	33,911	129,924	32,281
	Less: Amortization of acquired intangible assets	9,192	2,271	2,266	2,302	2,491	9,330	2,505	2,506	2,365	2,524	9,900	2,365
	Less (plus): Restructuring charges*	–	–	–	–	–	–	–	–	24,186	(318)	23,868	–
	Non-GAAP marketing and sales	**317,698**	**82,564**	**96,907**	**120,031**	**150,774**	**450,276**	**134,428**	**145,529**	**159,708**	**166,504**	**606,169**	**158,921**
	% of total revenues	15%	13%	14%	16%	20%	16%	17%	17%	17%	18%	17%	16%
GAAP to Non-GAAP Reconciliation: General and Administrative ($ in thousands)	**General and administrative**	**311,238**	**89,822**	**115,678**	**114,984**	**131,709**	**452,193**	**142,893**	**156,131**	**165,103**	**142,235**	**606,362**	**143,310**
	Less: Stock-based compensation	55,890	16,214	25,374	23,302	23,368	88,258	29,694	39,734	38,775	37,625	145,828	36,033
	Less (plus): Restructuring charges*	–	–	–	–	–	–	–	–	21,094	(409)	20,685	–
	Non-GAAP general and administrative	**255,348**	**73,608**	**90,304**	**91,682**	**108,341**	**363,935**	**113,199**	**116,397**	**105,234**	**105,019**	**439,849**	**107,277**
	% of total revenues	12%	12%	13%	12%	14%	13%	14%	13%	11%	11%	12%	11%
GAAP to Non-GAAP Reconciliation: Operating Expenses ($ in thousands)	**GAAP operating expenses**	**1,615,876**	**461,291**	**555,293**	**591,531**	**671,770**	**2,279,885**	**702,027**	**815,998**	**908,368**	**819,711**	**3,246,104**	**818,615**
	Less: Stock-based compensation	320,938	94,990	137,367	128,133	132,955	493,445	163,018	247,232	235,385	228,552	874,187	218,760
	Less: Amortization of acquired intangible assets	9,360	2,365	2,359	2,396	2,584	9,704	2,599	2,599	2,459	2,617	10,274	2,459
	Less (plus): Restructuring charges*	–	–	–	–	–	–	–	–	88,601	(899)	87,702	–
	Non-GAAP operating expenses	**1,285,578**	**363,936**	**415,567**	**461,002**	**536,231**	**1,776,736**	**536,410**	**566,167**	**581,923**	**589,441**	**2,273,941**	**597,396**

	Description	FY2021	Q1FY22	Q2FY22	Q3FY22	Q4FY22	FY2022	Q1FY23	Q2FY23	Q3FY23	Q4FY23	FY23	Q1FY23
GAAP to Non-GAAP Reconciliation: Gross Profit ($ in thousands)	**GAAP gross profit**	1,757,282	517,768	578,335	624,428	629,437	2,349,968	668,000	716,759	746,801	769,322	2,900,882	799,746
	Plus: Stock-based compensation	19,879	5,917	8,453	8,269	8,719	31,358	10,613	18,553	17,293	17,166	63,625	16,821
	Plus: Amortization of acquired intangible assets	22,394	5,689	5,599	5,709	5,697	22,694	5,697	5,697	5,696	5,763	22,853	5,772
	Plus (less): Restructuring charges*	–	–	–	–	–	–	–	–	9,247	(55)	9,192	–
	Non-GAAP gross profit	1,799,555	529,374	592,387	638,406	643,853	2,404,020	684,310	741,009	779,037	792,196	2,996,552	822,339
	Non-GAAP gross margin	86%	86%	86%	86%	85%	86%	85%	85%	85%	84%	85%	84%
GAAP to Non-GAAP Reconciliation: Operating Income (Loss) ($ in thousands)	**GAAP operating income (loss)**	141,406	56,477	23,042	32,897	(42,333)	70,083	(34,027)	(99,239)	(161,567)	(50,389)	(345,222)	(18,869)
	Plus: Stock-based compensation	340,817	100,907	145,820	136,402	141,674	524,803	173,631	265,785	252,678	245,718	937,812	235,581
	Plus: Amortization of acquired intangible assets	31,754	8,054	7,958	8,105	8,281	32,398	8,296	8,296	8,155	8,380	33,127	8,231
	Plus (less): Restructuring charges*	–	–	–	–	–	–	–	–	97,848	(954)	96,894	–
	Non-GAAP operating income	513,977	165,438	176,820	177,404	107,622	627,284	147,900	174,842	197,114	202,755	722,611	224,943
	Non-GAAP operating margin	25%	27%	26%	24%	14%	22%	18%	20%	22%	22%	20%	23%
GAAP to Non-GAAP Reconciliation: Net Income (Loss) ($ in thousands)	**GAAP net income (loss)**	(578,979)	(411,204)	(22,328)	4,661	(90,639)	(519,510)	(13,741)	(205,031)	(209,037)	(58,952)	(486,761)	(31,883)
	Plus: Stock-based compensation	340,817	100,907	145,820	136,402	141,674	524,803	173,631	265,785	252,678	245,718	937,812	235,581
	Plus: Amortization of acquired intangible assets	31,754	8,054	7,958	8,105	8,281	32,398	8,296	8,296	8,155	8,380	33,127	8,231
	Plus (less): Restructuring charges*	–	–	–	–	–	–	–	–	97,848	(954)	96,894	–
	Plus: Non-coupon impact related to exchangeable senior notes and capped calls	700,847	433,973	16,856	–	–	450,829	–	–	–	–	–	–
	Less: Gain on a non-cash sale of a controlling interest of a subsidiary	–	–	–	–	–	–	(43,091)	(2,067)	–	–	(45,158)	(1,378)
	Plus (less): Income tax effects	(95,021)	(37,321)	(37,879)	(39,000)	9,136	(105,064)	(32,548)	47,750	(11,689)	(47,172)	(43,659)	(41,571)
	Non-GAAP net income	399,418	94,409	110,427	110,168	68,452	383,456	92,547	114,733	137,955	147,020	492,255	168,980
Net Cash Provided by Operating Activities Reconciled to Free Cash Flow ($ in thousands)	**Net cash provided by operating activities**	789,960	65,001	206,455	334,709	214,879	821,044	92,442	150,525	352,369	272,775	868,111	166,956
	Less: Capital Expenditures	31,520	6,881	12,581	26,473	24,648	70,583	16,496	4,040	2,691	2,425	25,652	3,669
	Free cash flow	758,440	58,120	193,874	308,236	190,231	750,461	75,946	146,485	349,678	270,350	842,459	163,287
	% of total revenues	36%	9%	28%	42%	25%	27%	9%	17%	38%	29%	24%	17%
Other Data (period ended)	>$10K in Cloud ARR Customers**		24,959	28,195	30,565	32,355	32,355	34,011	36,191	37,336	38,726	38,726	40,103
	Customers***	204,754	216,500	226,521	234,575	242,623	242,623	249,173	253,177	259,775	262,337	262,337	>265,000
	Employee Headcount****	6,433	6,912	7,388	8,179	8,813	8,813	9,802	10,787	11,067	10,726	10,726	11,151
Revenue by Geography ($ in thousands)	Americas	1,028,481	308,724	348,256	366,387	385,501	1,408,868	409,921	429,709	455,044	470,492	1,765,166	489,528
	EMEA	826,445	235,014	263,695	290,866	287,763	1,077,338	304,278	343,770	356,243	362,448	1,366,739	378,006
	Asia Pacific	234,206	70,286	76,575	83,238	86,577	316,676	93,193	99,225	104,166	106,158	402,742	110,241
	Total	2,089,132	614,024	688,526	740,491	759,841	2,802,882	807,392	872,704	915,453	939,098	3,534,647	977,775
GAAP to Non-GAAP Reconciliation: Weighted-Avg. Shares Used in Computing Diluted EPS (in thousands)	**GAAP diluted shares outstanding**	249,679	252,106	252,960	255,741	254,482	253,312	255,167	255,874	256,825	257,389	256,307	257,907
	Dilution from options and RSUs	3,673	3,284	3,072	–	1,006	2,345	1,041	304	425	447	554	1,008
	Non-GAAP diluted shares outstanding	253,352	255,390	256,032	255,741	255,488	255,657	256,208	256,178	257,250	257,836	256,861	258,915
GAAP to Non-GAAP Reconciliation: Diluted Earnings Per Share ($)	**GAAP diluted earnings per share**	(2.32)	(1.63)	(0.09)	0.02	(0.36)	(2.05)	(0.05)	(0.80)	(0.81)	(0.23)	(1.90)	(0.12)
	Plus: Stock-based compensation	1.35	0.41	0.57	0.53	0.56	2.05	0.68	1.04	0.98	0.95	3.66	0.91
	Plus: Amortization of acquired intangible assets	0.13	0.03	0.03	0.03	0.03	0.13	0.03	0.03	0.03	0.03	0.13	0.03
	Plus (less): Restructuring charges*	–	–	–	–	–	–	–	–	0.39	–	0.38	–
	Plus: Non-coupon impact related to exchangeable senior notes and capped calls	2.80	1.71	0.07	–	–	1.78	–	–	–	–	–	–
	Less: Gain on a non-cash sale of a controlling interest of a subsidiary	–	–	–	–	–	–	(0.17)	(0.01)	–	–	(0.18)	(0.01)
	Plus (less): Income tax effects	(0.38)	(0.15)	(0.15)	(0.15)	0.04	(0.41)	(0.13)	0.19	(0.05)	(0.18)	(0.17)	(0.16)
	Non-GAAP diluted earnings per share	1.58	0.37	0.43	0.43	0.27	1.50	0.36	0.45	0.54	0.57	1.92	0.65

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 prepare these measures to eliminate the impact of items that we do not consider indicative of our core operating performance.

*Restructuring charges include stock-based compensation expense related to the rebalancing 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.

***We define the number of customers at the end of any particular period as the number of organizations with unique domains that have at least one active and paid non-starter license or subscription, with two or more seats.

****Q3'23 headcount includes approximately 500 employees that were impacted by the company's rebalancing of resources and were not included in our headcount as of the end of Q4'23.