

ATLASSIAN
Investor Relations Data Sheet

Description	FY2023	Q1FY24	Q2FY24	Q3FY24	Q4FY24	FY2024	Q1FY25	Q2FY25	Q3FY25	Q4FY25	FY2025	Q1FY26
Revenue by Type (\$ in thousands)												
Subscription	2,922,576	851,982	932,181	1,073,355	1,068,871	3,928,389	1,131,948	1,213,248	1,272,876	1,312,532	4,930,604	1,374,502
Other*	612,071	125,793	127,929	177,773	62,719	438,214	55,833	73,215	83,840	71,812	284,700	58,051
Total revenues	3,534,647	977,775	1,060,110	1,251,128	1,131,590	4,366,603	1,187,781	1,286,463	1,356,716	1,384,344	5,215,304	1,432,553
Revenue by Type Growth Rates (% Y/Y)												
Subscription	39%	31%	31%	41%	34%	34%	33%	30%	19%	23%	26%	21%
Other*	-13%	-20%	-21%	-24%	-55%	-29%	-56%	-43%	-29%	14%	-34%	4%
Total revenues	26%	21%	21%	30%	20%	23%	21%	21%	14%	21%	20%	21%
Revenue by Deployment (\$ in thousands)												
Cloud	2,085,498	604,647	653,210	703,036	738,006	2,698,899	792,306	846,962	880,429	927,730	3,447,427	997,708
Data Center	819,251	242,943	274,758	364,124	326,663	1,208,498	325,594	362,281	388,516	380,776	1,447,167	372,648
Server	600,591	78,752	49,773	23,720	—	17,645	—	—	—	—	—	—
Marketplace and other	229,379	51,433	62,969	92,238	66,921	273,561	59,881	77,220	87,771	75,838	300,770	62,197
Total revenues	3,534,647	977,775	1,060,110	1,251,128	1,131,590	4,366,603	1,187,781	1,286,463	1,356,716	1,384,344	5,215,304	1,432,553
Revenue by Deployment Growth Rates (% Y/Y)												
Cloud	38%	27%	27%	31%	31%	29%	31%	30%	25%	26%	28%	26%
Data Center	46%	42%	41%	64%	41%	48%	38%	32%	7%	17%	21%	11%
Server	-24%	-31%	-35%	-69%	-100%	-56%	-100%	-100%	-100%	0%	-100%	0%
Marketplace and other	13%	9%	5%	43%	16%	19%	16%	23%	-5%	13%	10%	4%
Total revenues	26%	21%	21%	30%	20%	23%	21%	21%	14%	22%	20%	21%
GAAP Results												
Total revenues	3,534,647	977,775	1,060,110	1,251,128	1,131,590	4,366,603	1,187,781	1,286,463	1,356,716	1,384,344	5,215,304	1,432,553
Cost of revenues	633,765	178,029	194,536	213,425	217,505	803,495	217,624	223,027	219,878	234,425	894,851	257,921
Gross profit	2,900,882	799,746	865,574	1,037,703	914,085	3,563,108	970,157	1,063,436	1,136,838	1,149,919	4,320,453	1,174,632
Research and development	1,869,881	481,738	536,779	576,490	589,104	2,184,111	603,101	680,213	685,320	700,678	2,669,312	755,994
Marketing and sales	769,861	193,567	220,513	223,814	239,603	877,497	252,393	271,894	295,832	314,416	1,134,535	336,427
General and administrative	606,362	143,310	157,344	157,935	152,328	610,577	186,611	168,708	168,345	163,304	646,978	178,545
Operating expenses	3,246,104	818,915	911,610	915,172	931,365	3,672,185	1,029,115	1,120,815	1,149,497	1,178,398	4,450,845	1,270,966
Operating income (loss)	(345,222)	(18,649)	(45,062)	17,804	(66,950)	(107,077)	(101,778)	(167,491)	(82,661)	(28,474)	(130,392)	(96,337)
Benefit from (provision for) income taxes	(75,625)	(0,929)	(4,360)	(7,023)	(142,800)	(215,112)	(93,605)	(8,975)	(63,454)	(9,709)	(571,792)	4,454
Net income (loss)	(420,847)	(19,578)	(49,422)	10,781	(268,850)	(322,189)	(205,383)	(250,946)	(145,117)	(38,183)	(622,184)	(91,883)
Stock-based compensation (\$ in thousands)												
Cost of revenues	63,913	16,821	19,213	17,840	17,817	71,691	18,214	23,031	20,980	20,792	83,017	19,931
Research and development	604,301	150,446	187,819	190,322	183,822	712,409	193,445	260,278	240,847	242,870	937,440	246,494
Marketing and sales	131,779	32,281	38,168	33,383	33,515	137,347	35,992	43,260	43,071	45,947	168,270	43,984
General and administrative	140,134	34,033	44,645	40,974	38,324	159,986	38,495	52,161	41,944	40,895	173,495	40,718
Total stock-based compensation	940,127	235,581	289,845	282,519	273,488	1,083,433	286,144	376,730	360,738	351,504	1,360,232	351,127
GAAP to Non-GAAP Reconciliation Cost of Revenues (\$ in thousands)												
Cost of revenues	633,765	178,029	194,536	213,425	217,505	803,495	217,624	223,027	219,878	234,425	894,851	257,921
Less: Stock-based compensation	63,225	16,821	19,213	17,840	17,817	71,691	18,214	23,031	20,980	20,792	83,017	19,499
Less: Amortization of acquired intangible assets	22,852	5,772	7,056	12,454	11,706	36,988	10,116	10,130	10,311	10,458	40,508	9,957
Less (plus): Restructuring charges**	9,192	—	—	—	—	—	—	—	—	—	—	—
Non-GAAP cost of revenues	538,095	155,436	168,267	183,131	187,982	694,816	189,294	189,966	188,544	202,502	773,226	197,876
% of total revenues	15%	16%	16%	15%	17%	16%	16%	14%	14%	15%	15%	14%
GAAP to Non-GAAP Reconciliation Research and Development (\$ in thousands)												
Research and development	1,869,881	481,738	536,779	576,490	589,104	2,184,111	603,101	680,213	685,320	700,678	2,669,312	755,994
Less: Stock-based compensation	598,435	150,446	187,819	190,322	183,822	712,409	193,445	260,278	240,847	242,870	937,440	246,494
Less: Amortization of acquired intangible assets	374	94	93	94	93	374	94	94	94	93	374	94
Less (plus): Restructuring charges**	43,149	—	—	—	—	—	—	—	—	—	—	—
Non-GAAP research and development	1,227,923	331,198	348,867	386,074	405,189	1,471,328	409,562	419,842	444,379	457,715	1,731,498	497,304
% of total revenues	35%	34%	33%	32%	36%	34%	34%	33%	33%	33%	33%	35%
GAAP to Non-GAAP Reconciliation Marketing and Sales (\$ in thousands)												
Marketing and sales	769,861	193,567	220,513	223,814	239,603	877,497	252,393	271,894	295,832	314,416	1,134,535	336,427
Less: Stock-based compensation	129,924	32,281	38,168	33,383	33,515	137,347	35,992	43,260	43,071	45,947	168,270	43,984
Less: Amortization of acquired intangible assets	9,900	2,365	2,712	3,646	3,663	12,366	3,672	3,673	3,672	3,618	14,635	3,597
Less (plus): Restructuring charges**	23,860	—	—	—	—	—	—	—	—	—	—	—
Non-GAAP marketing and sales	606,169	158,921	179,633	186,785	202,425	727,764	212,729	224,961	249,089	264,851	951,630	288,690
% of total revenues	17%	16%	17%	16%	18%	17%	18%	17%	18%	19%	18%	20%
GAAP to Non-GAAP Reconciliation General and Administrative (\$ in thousands)												
General and administrative	606,362	143,310	157,344	157,935	152,328	610,577	146,641	168,708	168,345	163,304	646,978	178,545
Less: Stock-based compensation	145,828	34,033	44,645	40,974	38,324	159,986	38,495	52,161	41,944	40,895	173,495	40,718
Less (plus): Restructuring charges**	20,685	—	—	—	—	—	—	—	—	—	—	—
Non-GAAP general and administrative	439,849	109,277	112,699	116,961	113,994	450,591	108,146	116,547	126,401	122,409	473,503	137,997
% of total revenues	12%	11%	11%	10%	10%	10%	9%	9%	9%	9%	9%	9%
GAAP to Non-GAAP Reconciliation Operating Expenses (\$ in thousands)												
GAAP operating expenses	3,246,104	818,615	914,636	915,899	931,035	3,672,185	1,029,115	1,120,815	1,149,497	1,178,398	4,450,845	1,270,966
Less: Stock-based compensation	874,187	218,760	270,632	284,679	255,671	1,009,782	287,932	335,699	325,862	329,712	1,279,255	331,199
Less: Amortization of acquired intangible assets	19,276	2,459	2,805	3,740	3,756	12,760	3,766	3,766	3,766	3,711	15,009	3,453
Less (plus): Restructuring charges**	87,702	—	—	—	—	—	—	—	—	—	—	—
Non-GAAP operating expenses	2,275,941	597,396	641,199	627,400	671,608	2,649,663	737,437	781,150	819,669	844,975	3,156,631	911,911

	Description	FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	FY2025	Q1FY26	
GAAP to Non-GAAP Reconciliation Gross Profit (\$ in thousands)	GAAP gross profit	2,900,882	799,746	865,574	975,703	914,085	3,555,108	970,157	1,063,336	1,137,041	1,149,919	4,320,453	1,174,629	
	Plus: Stock-based compensation	63,625	16,821	19,213	17,840	17,817	71,691	18,214	23,031	20,980	20,792	83,017	18,499	
	Plus: Amortization of acquired intangible assets	22,853	5,272	7,056	12,454	11,700	36,988	10,116	10,130	10,131	10,131	40,508	9,957	
	Plus (less): Restructuring charges**	(9,192)	—	—	—	—	—	—	—	—	—	—	—	31,593
	Non-GAAP gross profit	2,996,552	822,339	891,843	1,005,997	943,608	3,663,787	998,487	1,096,497	1,168,162	1,180,842	4,443,978	1,234,677	
Non-GAAP gross margin	85%	84%	84%	85%	83%	84%	84%	84%	85%	86%	85%	85%	86%	
GAAP to Non-GAAP Reconciliation Operating Income (Loss) (\$ in thousands)	GAAP operating income (loss)	(345,222)	(8,869)	(49,062)	17,804	(66,950)	(17,077)	(81,978)	(57,479)	(82,456)	(28,479)	(130,392)	(96,337)	
	Plus: Stock-based compensation	937,812	235,581	289,845	282,519	273,488	1,081,433	286,146	378,730	346,842	350,504	1,362,232	349,695	
	Plus: Amortization of acquired intangible assets	33,127	8,231	9,861	16,194	15,462	49,748	13,882	13,896	13,897	13,842	55,517	13,650	
	Plus (less): Restructuring charges**	96,894	—	—	—	—	—	—	—	—	—	—	—	
	Non-GAAP operating income	722,611	224,943	250,644	316,517	222,000	1,014,164	268,050	335,147	348,283	335,867	1,287,347	322,686	
Non-GAAP operating margin	20%	23%	24%	27%	20%	23%	23%	23%	26%	24%	25%	23%		
GAAP to Non-GAAP Reconciliation Net Income (Loss) (\$ in thousands)	GAAP net income (loss)	(486,761)	(31,883)	(84,469)	12,752	(96,919)	(300,519)	(123,769)	(88,208)	(70,807)	(23,903)	(256,687)	(51,870)	
	Plus: Stock-based compensation	937,812	235,581	289,845	282,519	273,488	1,081,433	286,146	378,730	346,842	350,504	1,362,232	349,695	
	Plus: Amortization of acquired intangible assets	33,127	8,231	9,861	16,194	15,462	49,748	13,882	13,896	13,897	13,842	55,517	13,650	
	Less: Gain on a non-cash sale of a controlling interest of a subsidiary	(45,158)	(1,378)	—	—	—	(1,378)	—	—	—	—	—	—	
	Adjustment for income tax effects	(43,659)	(41,571)	(25,731)	(78,969)	79,396	(66,875)	23,441	(9,791)	(28,427)	(81,330)	(85,307)	(91,502)	
	Non-GAAP net income	492,255	168,980	189,506	232,496	171,427	762,409	199,700	255,427	261,505	259,113	975,451	275,651	
	Non-GAAP net income margin	16%	19%	20%	23%	17%	21%	20%	21%	21%	21%	22%	20%	
Net Cash Provided by Operating Activities Reconciled to Free Cash Flow (\$ in thousands)	Net cash provided by operating activities	868,111	166,956	289,594	565,390	426,219	1,448,159	80,492	351,905	652,681	375,315	1,460,393	128,715	
	Less: Capital Expenditures	25,652	3,669	5,333	10,520	13,055	32,577	6,151	9,336	14,366	14,997	44,850	14,112	
	Free cash flow	842,459	163,287	284,261	554,870	413,164	1,415,582	74,341	342,569	638,315	360,318	1,415,543	114,603	
% of total revenues	24%	17%	27%	47%	37%	32%	6%	27%	47%	26%	27%	8%		
Supplemental Cash Flow Information (\$ in thousands)	Income taxes paid, net of refunds	102,156	44,054	86,083	39,872	83,819	253,828	74,405	21,956	16,681	65,428	180,470	73,184	
	Interest paid (received), net	46,247	8,760	8,809	8,530	(30,494)	(4,395)	108	27,002	144	27,014	54,268	144	
Other Data (period ended)	Customers with >\$10K in Cloud ARR***	38,726	40,103	42,864****	44,336	45,842	45,842	46,844	49,449	50,715	51,978	51,978	53,077	
	Employee Headcount	10,726	11,151	11,423	11,902	12,157	12,157	12,501	12,750	13,370	13,813	13,813	14,089	
Revenue by Geography (\$ in thousands)	Americas	1,765,166	489,528	514,434	564,387	557,085	2,125,434	584,499	619,165	637,316	675,921	2,516,901	705,786	
	EMEA	1,366,739	378,006	425,292	500,005	447,607	1,750,910	469,269	525,482	571,553	557,667	2,123,971	566,079	
	Asia Pacific	402,742	110,241	120,334	124,738	126,893	482,359	134,013	141,766	147,847	150,758	574,432	165,688	
Total	3,534,647	977,775	1,060,060	1,189,128	1,131,590	4,358,603	1,187,781	1,286,413	1,355,724	1,384,344	5,215,304	1,432,553		
GAAP to Non-GAAP Reconciliation Weighted- Avg Shares Used in Computing Diluted EPS (in thousands)	GAAP diluted shares outstanding	256,307	257,907	258,601	261,778	260,326	259,133	260,477	261,147	262,671	262,894	261,787	262,991	
	Dilution from options and RSUs	554	1,008	1,051	—	484	1,076	298	4,546	5,955	2,825	3,487	1,323	
	Non-GAAP diluted shares outstanding	256,861	258,915	259,652	261,778	260,810	260,209	260,775	265,693	268,630	265,719	265,194	264,314	
GAAP to Non-GAAP Reconciliation Diluted Earnings Per Share(\$)	GAAP diluted earnings per share	(1.90)	(0.12)	(0.33)	0.05	(0.76)	(1.16)	(0.48)	(0.15)	(0.27)	(0.09)	(0.98)	(0.20)	
	Plus: Stock-based compensation	3.66	0.91	1.12	1.08	1.05	4.18	1.11	1.43	1.29	1.32	5.15	1.31	
	Plus: Amortization of acquired intangible assets	0.13	0.03	0.04	0.06	0.06	0.19	0.05	0.05	0.05	0.05	0.20	0.05	
	Plus (less): Restructuring charges**	0.38	—	—	—	—	—	—	—	—	—	—	0.21	
	Plus: Non-coupon impact related to exchangeable senior notes and capped calls	—	—	—	—	—	—	—	—	—	—	—	—	
	Less: Gain on a non-cash sale of a controlling interest of a subsidiary	(0.18)	(0.01)	—	—	—	(0.01)	—	—	—	—	—	—	
	Adjustment for income tax effects	(0.17)	(0.16)	(0.10)	(0.30)	0.31	(0.25)	0.09	(0.37)	(0.10)	(0.30)	(0.49)	(0.35)	
Non-GAAP diluted earnings per share	1.92	0.65	0.73	0.89	0.66	2.93	0.77	0.96	0.97	0.98	3.68	1.04		

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 releases 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.
**Restructuring charges include stock-based compensation expense.
***We define the number of customers with Cloud ARR greater than \$10,000 MRR 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 Lexipol, Inc. increased the number of customers with greater than \$10,000 in Cloud ARR by 326.