### IFRS to Non-IFRS Reconciliation: Revenue by Type

<table>
<thead>
<tr>
<th>Description</th>
<th>Q1 FY18</th>
<th>Q2 FY18</th>
<th>Q3 FY18</th>
<th>Q4 FY18</th>
<th>FY 2018</th>
<th>Q1 FY19</th>
<th>Q2 FY19</th>
<th>Q3 FY19</th>
<th>Q4 FY19</th>
<th>FY 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Subscription</td>
<td>97,074</td>
<td>106,295</td>
<td>120,304</td>
<td>410,694</td>
<td>134,045</td>
<td>152,500</td>
<td>166,468</td>
<td>180,917</td>
<td>633,950</td>
<td>201,959</td>
</tr>
<tr>
<td>Maintenance</td>
<td>80,489</td>
<td>82,212</td>
<td>87,591</td>
<td>326,511</td>
<td>92,736</td>
<td>97,161</td>
<td>98,862</td>
<td>105,767</td>
<td>394,526</td>
<td>110,071</td>
</tr>
<tr>
<td>Perpetual license</td>
<td>21,444</td>
<td>20,581</td>
<td>21,698</td>
<td>83,171</td>
<td>21,839</td>
<td>25,778</td>
<td>23,152</td>
<td>22,824</td>
<td>93,593</td>
<td>24,744</td>
</tr>
<tr>
<td>Other</td>
<td>14,941</td>
<td>15,242</td>
<td>16,997</td>
<td>60,602</td>
<td>18,652</td>
<td>23,540</td>
<td>20,788</td>
<td>25,078</td>
<td>88,058</td>
<td>27,480</td>
</tr>
<tr>
<td><strong>Total revenues</strong></td>
<td>214,578</td>
<td>224,330</td>
<td>246,590</td>
<td>880,978</td>
<td>267,292</td>
<td>298,979</td>
<td>309,270</td>
<td>334,586</td>
<td>1,210,127</td>
<td>363,390</td>
</tr>
</tbody>
</table>

#### Revenue Growth Rates [% Y/Y]

- **2018 Revenue Growth Rates**
  - 12% of total revenues
  - 5% of total revenues
  - 5% of total revenues
  - 5% of total revenues
  - 20% of total revenues
  - 12% of total revenues

#### Revenue by Type

- **Subscriptions**
  - 64% of total revenues
  - 55% of total revenues
  - 56% of total revenues

- **Maintenance**
  - 23% of total revenues
  - 22% of total revenues
  - 21% of total revenues

- **Perpetual Licenses**
  - 12% of total revenues
  - 12% of total revenues

- **Other**
  - 58% of total revenues
  - 38% of total revenues

#### IFRS Results ($ in thousands)

- **Total revenues**: 195,480
- **Cost of revenues**: 40,090
- **Gross profit**: 155,390
- **Research and development**: 94,862
- **Marketing and sales**: 45,092
- **Operating expenses**: 175,679
- **Operating income (loss)**: (20,289)
- **Net income (loss)**: (1,470)

#### Share-Based Payment Expense ($ in thousands)

- **Cost of revenues**: 2,992
- **Research and development**: 25,971
- **Marketing and sales**: 6,209
- **Total share-based payment expense**: 44,125

#### IFRS to Non-IFRS Reconciliation: Cost of Revenues ($ in thousands)

- **Cost of revenues**: 40,090
- **Share-based payment expense**: 2,992
- **Non-IFRS cost of revenues**: 37,098

#### IFRS to Non-IFRS Reconciliation: Research and Development ($ in thousands)

- **Research and development**: 94,862
- **Share-based payment expense**: 2,992
- **Non-IFRS research and development**: 91,870

#### IFRS to Non-IFRS Reconciliation: Marketing and Sales ($ in thousands)

- **Marketing and sales**: 45,092
- **Share-based payment expense**: 2,992
- **Non-IFRS marketing and sales**: 42,100

#### IFRS to Non-IFRS Reconciliation: General and Administrative ($ in thousands)

- **General and administrative**: 35,725
- **Share-based payment expense**: 2,992
- **Non-IFRS general and administrative**: 32,733

#### IFRS to Non-IFRS Reconciliation: Income tax expense (benefit) ($ in thousands)

- **Income tax benefit (expense)**: (5,293)
- **Non-IFRS income tax expense (benefit)**: 5,293

#### IFRS to Non-IFRS Reconciliation: Total Revenues ($ in thousands)

- **Total revenues**: 195,480
- **Cost of revenues**: 40,090
- **Gross profit**: 155,390
- **Research and development**: 94,862
- **Marketing and sales**: 45,092
- **Operating expenses**: 175,679
- **Operating income (loss)**: (20,289)
- **Net income (loss)**: (1,470)

#### IFRS to Non-IFRS Reconciliation: Total Share-based Payment Expense ($ in thousands)

- **Total share-based payment expense**: 44,125
- **Cost of revenues**: 2,992
- **Share-based payment expense**: 2,992
- **Non-IFRS share-based payment expense**: 42,100

#### IFRS to Non-IFRS Reconciliation: Research and Development ($ in thousands)

- **Research and development**: 94,862
- **Share-based payment expense**: 2,992
- **Non-IFRS research and development**: 91,870

#### IFRS to Non-IFRS Reconciliation: Marketing and Sales ($ in thousands)

- **Marketing and sales**: 45,092
- **Share-based payment expense**: 2,992
- **Non-IFRS marketing and sales**: 42,100

#### IFRS to Non-IFRS Reconciliation: General and Administrative ($ in thousands)

- **General and administrative**: 35,725
- **Share-based payment expense**: 2,992
- **Non-IFRS general and administrative**: 32,733
<table>
<thead>
<tr>
<th>Description</th>
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<th>Q4 FY19</th>
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<tbody>
<tr>
<td>IFRS operating expenses as a percent of revenue</td>
<td>32%</td>
<td>32%</td>
<td>39%</td>
<td>26%</td>
</tr>
<tr>
<td>Non-IFRS operating expenses as a percent of revenue</td>
<td>28%</td>
<td>41%</td>
<td>41%</td>
<td>29%</td>
</tr>
</tbody>
</table>

| IFRS Gross Profit as a percent of Revenue | 84% | 84% | 85% | 84% |
| Non-IFRS gross margin | 86% | 87% | 86% | 86% |

| IFRS Operating Income (Loss) as a percent of Revenue | 20% | 22% | 17% | 20% |
| Non-IFRS operating margin | 21% | 23% | 19% | 19% |

| Net Cash provided by operating activities | 32.468 | 32.023 | 23.033 | 36.937 |

| Revenue by Geography (in billions) | 9.944 | 10.605 | 11.080 | 12.334 |

| Weighted-Average Shares Used in Computing Diluted EPS, IFRS to non-IFRS (in thousands) | 228,156 | 230,208 | 232,231 | 234,184 |

| Reconciliation of Diluted Earnings Per Share ($) | 0.05 | 0.02 | 0.07 | 0.09 |

The financial results above are based on the new revenue recognition standard (IFRS 15). FY2020 results have been adjusted to reflect the impact of the full retrospective adoption of IFRS 15.

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

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

Our non-IFRS 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.

*Includes an increase of 14,263 customers primarily as a result of BitBucket Cloud pricing changes.

**Includes an increase of 1,294 customers as a result of our acquisition of Geoprise during Q2FY20.

***Includes an increase of approximately 2,500 Trello customers as a result of the open board limits we introduced for Trello.

****Amount includes a non-cash charge of $1.37 million to income tax expense during Q4FY19 as a result of the write-off of Altsassier's deferred tax assets. The charge was driven by Altsassier's assessment of the realizability of its deferred tax assets.

*****As a result of our adoption of IFRS 16, Leases, on July 1, 2019, we have updated our definition of free cash flow to subtract payments of lease obligations under IFRS 16. These payments were previously, but no longer, reported in cash provided by operating activities. As a result, free cash flow is not affected by this change.