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<th>Agenda</th>
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<td>Mark Sachleben, CFO</td>
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</table>
Vision and Strategy

Bill Staples, CEO
Silos slow engineers down and impact the business

- Slower response times
- Exploding budgets
- Reduced innovation velocity
New Relic Platform

All teams, all tools, all data

>>> in one platform, for one price

Telemetry Data Platform
All Data in One Secure Cloud
Observability == Data-driven Engineering
Our mission

Be the source of truth* for every engineer to make decisions every day — with data, not opinions — at every stage of the software lifecycle.
The New Relic approach

- Hyperscale Data Platform
- All-in-One User Experience
- Consumption Model
Consumption business model benefits customers and shareholders

- Simple pricing meters: Users and data
- Pay for what you use: No shelfware or penalties
- Optimized for standardization and full platform adoption
Many ways to grow paid users + data

Drivers of additional paid users

- New capabilities attract new users
- Engineering teams grow within existing customers
- Observability becomes more ubiquitous across engineers

Drivers of additional paid data ingest

- NEWR data model innovation
- Customer infrastructure scales + evolves (e.g., cloud migration)
- Customers embrace the platform
- Customers instrument more

25m developers → 34m by 2025

97 ZB data → 181 ZB by 2025

Sources: IDC Worldwide Developer Forecast, 2022-2027, excludes non-compensated developers; Statista Volume of data/information created, captured, copied, and consumed worldwide from 2010 to 2025 (2020). Note: 1 ZB (zettabyte) = 1 trillion GBs, or 1 million PBs. Starting figures are 2022 for developers and data. © 2022 New Relic, Inc. All rights reserved.
Platform adoption for our top four products: All customers

- 2021:
  - Apr 15%
  - May 17%
  - Jun 18%
  - Jul 18%
  - Aug 19%
  - Sep 20%
  - Oct 21%
  - Nov 22%
  - Dec 23%

- 2022:
  - Jan 24%
  - Feb 24%
  - Mar 26%

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Platform adoption for our top four products: Customers with consumption commitments
Customers are sending us more data than ever before.
Data ingest is so much more than just ingest.

$0.25 / GB

+ 450+ I/O Quickstarts
+ OpenIngest
+ Better dashboarding
+ Better querying
+ Better data processing
+ Extended retention
+ Higher query limits
+ Longer running queries
+ Streaming export
+ Historical export
+ FedRamp, HIPAA
+ Cloud provider choice
+ all new capabilities...

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Planned **data ingest** pricing for FY23

**$0.25 / GB** +

- 450+ I/O Quickstarts
- Otel Ingest
- Better dashboarding
- Better querying
- Extended retention
- Higher query limits
- Longer running queries
- Streaming export
- Historical export
- FedRamp, HIPAA
- Cloud provider choice
- all new capabilities...

**$0.30 / GB** (Starting June 1)
Introducing our new **data plus** offering (56% automatic discount)

$0.25 / GB +

- 450+ I/O Quickstarts
- Otel Ingest
- Better dashboarding
- Better querying
- Better data processing
- Extended retention
- Higher query limits
- Longer running queries
- Streaming export
- Historical export
- FedRamp, HIPAA
- Cloud provider choice
- All new capabilities...

$0.30 / GB (Starting June 1)

$1.15
$0.50 / GB

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Data Plus

Avoid ballooning data costs when scaling your observability practice.

$0.50/GB
(Instead of $1.15/GB)

Available June 1, 2022

+ 450+ I/O Quickstarts
+ Otel Ingest
+ Better dashboarding
+ Better querying
+ Better data processing
+ Extended retention
+ Higher query limits
+ Longer running queries
+ Streaming export
+ Historical export
+ FedRamp, HIPAA
+ Cloud provider choice
+ all new capabilities...
All-in-One Platform keeps getting better

Upcoming releases

- Vulnerability Management
- Azure Partnership
- Logs in Context
- New Relic for Web Developers
- Pixie Plug-in Framework
- CircleCI Integration
- Collaboration

Data

- NPM v2
- Errors from OTEL
- OmniMap
- New Alerts Improvements
- Golden signals in CodeStream
- Errors for Browser, Mobile
- New I/O + Onboarding
- Enhanced NRQL
- Public Issue Tracker

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Growth in active customer accounts in FY22

Active Customer Accounts (Thousands)

<table>
<thead>
<tr>
<th></th>
<th>1Q</th>
<th>2Q</th>
<th>3Q</th>
<th>4Q</th>
<th>1Q</th>
<th>2Q</th>
<th>3Q</th>
<th>4Q</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY20</td>
<td>15.8</td>
<td>15.7</td>
<td>15.6</td>
<td>15.5</td>
<td>15.4</td>
<td>14.5</td>
<td>13.9</td>
<td>14.1</td>
</tr>
<tr>
<td>FY21</td>
<td>14.1</td>
<td>14.1</td>
<td>14.3</td>
<td>14.6</td>
<td>14.8</td>
<td>15.6</td>
<td>15.5</td>
<td>15.4</td>
</tr>
<tr>
<td>FY22</td>
<td>15.8</td>
<td>15.7</td>
<td>15.6</td>
<td>15.5</td>
<td>15.4</td>
<td>14.5</td>
<td>13.9</td>
<td>14.1</td>
</tr>
</tbody>
</table>

Total Active Accounts $>100K

<table>
<thead>
<tr>
<th></th>
<th>1Q</th>
<th>2Q</th>
<th>3Q</th>
<th>4Q</th>
<th>1Q</th>
<th>2Q</th>
<th>3Q</th>
<th>4Q</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY20</td>
<td>759</td>
<td>787</td>
<td>832</td>
<td>846</td>
<td>862</td>
<td>894</td>
<td>913</td>
<td>945</td>
</tr>
<tr>
<td>FY21</td>
<td>832</td>
<td>846</td>
<td>862</td>
<td>894</td>
<td>913</td>
<td>945</td>
<td>964</td>
<td>1,011</td>
</tr>
<tr>
<td>FY22</td>
<td>1,064</td>
<td>1,099</td>
<td>1,064</td>
<td>1,099</td>
<td>1,064</td>
<td>1,099</td>
<td>1,064</td>
<td>1,099</td>
</tr>
</tbody>
</table>

*Please refer to the appendix for how we define Active Customer Accounts and Number of Active Customer Accounts with Revenue Greater than $100,000
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Three chapters of our story

- **Past**: Migrate the business
- **Present**: Platform adoption
- **Future**: Full lifecycle observability

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Engineering Our Go-to-Market

Manav Khurana
Chief Growth Officer
Manav Khurana
Chief Growth Officer
Engineer Mindshare

Platform Network Effects

Data + Users Expansion

Product-led Growth

New Customers

Cohort Graduation
Partner ecosystem brings out data differentiation
Reinforcing the usage-based pricing differentiation

Compare full-stack observability costs: New Relic, Datadog, and Dynatrace

Read article

“New Relic is changing the economics of observability by empowering companies to leverage all available telemetry at a dramatically lower cost than before.”

Jason Bloom, President of industry analyst firm Intellyx

“Now we don't have to sample our data and worry that we are missing something or that we are going to get a huge bill at the end of the month. The more data we send to New Relic, the more insights we get.”

Steve Evans, Vice President of Engineering Services, Chegg

“At Cox Automotive, we want to instrument everything in order to understand every aspect of our architecture. New Relic’s disruptive pricing model will allow our teams to experiment with new approaches to do that without breaking the budget.”

Chris Dillon, Vice President, Architecture & Cloud Enablement, Cox Automotive

“New Relic usage-based pricing has been massively beneficial to ZenHub because it has saved us a lot of cost while giving our engineers access to all of our telemetry data. The value we get for the price with New Relic is unquestionable.”

Ev Haus
Head of Technology at ZenHub
An efficient customer journey that keeps getting better
Rapid expansion of new PayGo accounts

Cumulative Number of PAYG Accounts
Cohort graduation with customer pods

New Relic Spend (Consumption Run-Rate)

- $0 Free Tier / Prospects
- <$50K Land / Nurture
- $50K — $125K
- $125K — $500K
- $500K — $2M
- $2M+

Self-Service

Grow and Expand our adoption

Standardize and achieve Full Platform adoption

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Evolving from subscription to consumption

Example: Retailer who justified a 7-figure commitment by $70M+ of value generated by New Relic from initial APM installation.
Evolving from subscription to consumption

Example: E-Commerce company with 7-figure CRR. 4x over original commit in 6 months based on technical onboarding of all teams across all platform capabilities.
Platform Network Effects

Data + Users Expansion

Engineer Mindshare
New “Collaboration” across the software lifecycle
New “Observability for All” incentive

1. Strategic Bet on New Relic as Standard
2. Joint Implementation Plan Build
3. O11y for All Proposal
4. Value Realization

Align Price with Value

Implementation Discount
Price Paid

O11y Contracts May Be Opted-Out Annually if You Don’t See the Value
Thank you.
Customer panel

Steve Evans
VP, Engineering Services
Chegg

Mark Huber
Sr. Director, Engineering Enablement
Cox Automotive

Tommy Harke
Vice President, Engineering & Architecture
Vault Health

Moderated by
Kristy Friedrichs
COO
New Relic
Financial Recap, Consumption Model Review

Mark Sachleben
CFO
Mark Sachleben

Chief Financial Officer
Long term revenue growth

Revenue ($ Millions)

FY18: $355
FY19: $479
FY20: $600
FY21: $668
FY22: $786
FY23 Guide: $925*

* $925M is the mid point of our FY23 revenue guide for $920M - $930M
## Recent results

<table>
<thead>
<tr>
<th></th>
<th>4Q Results</th>
<th>FY22 Results</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue of</td>
<td>$206M (+19%)</td>
<td>$786M (+18%)</td>
</tr>
<tr>
<td>Non GAAP Loss from</td>
<td>($16M)</td>
<td>($49M)</td>
</tr>
<tr>
<td>Operations*</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-GAAP net loss</td>
<td>($0.24)</td>
<td>($0.77)</td>
</tr>
<tr>
<td>attributable to New</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Relic per diluted</td>
<td></td>
<td></td>
</tr>
<tr>
<td>share*</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* Please refer to the appendix for a reconciliation of these non-GAAP financial measures to their most directly comparable GAAP measure.
## 1Q and FY23 guidance

### 1Q FY23 Outlook<sup>1</sup> Full Year FY23 Outlook<sup>1</sup>

<table>
<thead>
<tr>
<th>Metric</th>
<th>1Q FY23</th>
<th>Full Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue between</td>
<td>$212M - $214M</td>
<td>$920M - $930M</td>
</tr>
<tr>
<td>Y/Y growth of between</td>
<td>18% - 19%</td>
<td>17% - 18%</td>
</tr>
<tr>
<td>Non-GAAP loss from Operations of between</td>
<td>($23M) - ($25M)</td>
<td>($20M) - ($25M)</td>
</tr>
<tr>
<td>Non-GAAP net loss attributable to New Relic per diluted share between</td>
<td>($0.35) - ($0.38)</td>
<td>($0.31) - ($0.37)</td>
</tr>
</tbody>
</table>

1. New Relic has not reconciled its expectations as to non-GAAP income (loss) from operations or non-GAAP net income (loss) per diluted share to their most directly comparable GAAP measures as a result of uncertainty regarding, and the potential variability of, reconciling items such as stock-based compensation expense, lawsuit litigation cost and other expense, employer payroll taxes on equity incentive plans and gain or loss from lease modification. Accordingly, reconciliation is not available without unreasonable effort, although it is important to note that these factors could be material to New Relic's results computed in accordance with GAAP.

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Revenue growth

($ Millions)

FY21: 11% YoY

FY22: 18% YoY

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Monthly average consumption run rate (CRR)

($ Millions)

FY22

FY23

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Improving retention

Dollar Churn as % of Commitments up for renewal in period

<table>
<thead>
<tr>
<th>FY21</th>
<th>1Q21</th>
<th>2Q21</th>
<th>3Q21</th>
<th>4Q21</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>13</td>
<td>23</td>
<td>14</td>
<td>16</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>FY22</th>
<th>1Q22</th>
<th>2Q22</th>
<th>3Q22</th>
<th>4Q22</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>10</td>
<td>9</td>
<td>8</td>
<td>6</td>
</tr>
</tbody>
</table>

Note: Dollar churn is equal to (A) the dollar value of expiring commitments in the period that (i) were not renewed and (ii) did not go to monthly Pay-as-you-go contracts; divided by (B) the total dollar value of commitments up for renewal in the period.

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Net revenue retention

* Please refer to the appendix for how we define Net Retention Rate

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Long-term non-GAAP operating income (loss)*

($) Millions

FY18  FY19  FY20  FY21  FY22  FY23 Guide

($1)  $30  $25  ($25)  ($49)  ($23)**

* Please refer to the appendix for a reconciliation of these non-GAAP financial measures to their most directly comparable GAAP measures.
** Mid-point of the ($20M) - $25M) loss
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Non GAAP gross margins*

* Please refer to the appendix for a reconciliation of these non-GAAP financial measures to their most directly comparable GAAP measures.
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Revenue growth and non-GAAP sales and marketing efficiency

- **Revs ($ Millions)**
- **Pro forma S&M Spend:** Non-GAAP S&M spend excluding non-cash commission expense related to our prior business model
- **Pro forma S&M Spend as a % of Revenue**

**FY20:**
- Revenue: $600
- S&M Spend: $300
- S&M Spend as % of Revenue: 48%

**FY21:**
- Revenue: $600
- S&M Spend: $300
- S&M Spend as % of Revenue: 46%

**FY22:**
- Revenue: $900
- S&M Spend: $300
- S&M Spend as % of Revenue: 38%

---

1. Please refer to the appendix for a reconciliation of these non-GAAP financial measures to their most directly comparable GAAP measure

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Conclusion

1. Large and under-penetrated market

2. Unique and differentiated position - hyperscale data platform; all-in-one observability experience

3. Consumption-based pricing that provides customers with predictability and scalability without penalty

4. Go-to-market strategy that focuses on customer success, not commitments

5. Clear path to non-GAAP profitability with continued margin improvement
Q&A session

Bill Staples  
Chief Executive Officer

Manav Khurana  
Chief Growth Officer

Kristy Friedrichs  
Chief Operating Officer

Mark Sachleben  
Chief Financial Officer
Thank you.
Appendix
<table>
<thead>
<tr>
<th>Financial Performance</th>
<th>Key Operating Metrics&lt;sup&gt;1&lt;/sup&gt;</th>
<th>% Revenue from &gt;$100K Active Customer Accounts</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td><strong>Active Customer Accounts</strong></td>
<td><strong>&gt;$100K Active Customer Accounts</strong></td>
</tr>
<tr>
<td>$206M</td>
<td>14,800</td>
<td>1,099</td>
</tr>
<tr>
<td>19% YoY Growth</td>
<td>+700 YoY</td>
<td>+16% YoY Growth</td>
</tr>
<tr>
<td>$786M</td>
<td></td>
<td>Customers with trailing 12-Month Revenue Greater than $100K</td>
</tr>
<tr>
<td>18% YoY Growth</td>
<td></td>
<td>82%</td>
</tr>
<tr>
<td><strong>Operating Loss</strong></td>
<td><strong>Net Revenue Retention (NRR)</strong></td>
<td><strong>NRR Active Customer Accounts &lt;$25k</strong></td>
</tr>
<tr>
<td>$(56M) (GAAP)</td>
<td>119%</td>
<td>136%</td>
</tr>
<tr>
<td>$(16M) (Non-GAAP)&lt;sup&gt;2&lt;/sup&gt;</td>
<td></td>
<td></td>
</tr>
<tr>
<td>$(229M) (GAAP)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>$(49M) (Non-GAAP)&lt;sup&gt;2&lt;/sup&gt;</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

1. Please refer to the next slide in the appendix for how we define our key operating metrics
2. Please refer to the next slide in the appendix for a reconciliation of these non-GAAP financial measures to their most directly comparable GAAP measure.

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Operating Metrics

Active Customer Accounts

New Relic defines an Active Customer Account at the end of any period as an individual account, as identified by a unique account identifier, aggregated at the parent hierarchy level, for which New Relic has recognized any revenue in the fiscal quarter. The number of Active Customer Accounts that is reported as of a particular date is rounded down to the nearest hundred.

Number of Active Customer Accounts with Revenue Greater than $100,000

As a measure of New Relic's ability to scale with its customers and attract large enterprises to its platform, New Relic counts the number of Active Customer Accounts for which it has recognized greater than $100,000 in revenue in the trailing 12 months.

Percentage of Revenue from Active Customer Accounts Greater than $100,000

New Relic also looks at its percentage of overall revenue it receives from its Active Customer Accounts with revenue greater than $100,000 in any given quarter as an indicator of its relative performance when selling to New Relic's large customer relationships or its smaller revenue accounts.

Net Revenue Retention Rate (“NRR”)

NRR monitors the growth in use of New Relic’s platform by its existing active customer accounts and allows New Relic to measure the health of its business and future growth prospects. To calculate NRR, New Relic first identifies the cohort of Active Customer Accounts that were Active Customer Accounts in the same quarter of the prior fiscal year. Next, New Relic identifies the measurement period as the 12-month period ending with the period reported and the prior comparison period as the corresponding period in the prior year. NRR is the quotient obtained by dividing the revenue generated from a cohort of Active Customer Accounts in the measurement period by the revenue generated from that same cohort in the prior comparison period.
## Non-GAAP Income (Loss) From Operations

<table>
<thead>
<tr>
<th></th>
<th>Fiscal Year 2018</th>
<th>Fiscal Year 2019</th>
<th>Fiscal Year 2020</th>
<th>Fiscal Year 2021</th>
<th>Fiscal Year 2022</th>
<th>Q4 FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP loss from operations</td>
<td>$(46,808)</td>
<td>$(33,106)</td>
<td>$(85,489)</td>
<td>$(171,400)</td>
<td>$(228,553)</td>
<td>$(55,749)</td>
</tr>
<tr>
<td>Plus: Lease exits costs and accelerated</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>depreciation expense</td>
<td>-</td>
<td>-</td>
<td>3,641</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Plus: Amortization of purchased intangibles</td>
<td>1,187</td>
<td>1,273</td>
<td>1,663</td>
<td>5,505</td>
<td>7,649</td>
<td>2,291</td>
</tr>
<tr>
<td>Plus: Transaction costs related to acquisition</td>
<td>-</td>
<td>1,267</td>
<td>251</td>
<td>885</td>
<td>361</td>
<td>-</td>
</tr>
<tr>
<td>Plus: Amortization of stock-based compensation</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>capitalized in software development costs</td>
<td>927</td>
<td>736</td>
<td>835</td>
<td>1,222</td>
<td>2,402</td>
<td>722</td>
</tr>
<tr>
<td>Plus: Lawsuit litigation expense</td>
<td>-</td>
<td>76</td>
<td>1,531</td>
<td>254</td>
<td>(10)</td>
<td>(69)</td>
</tr>
<tr>
<td>Plus: Employer payroll tax on employee equity</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>incentive plans</td>
<td>2,642</td>
<td>3,557</td>
<td>3,042</td>
<td>3,800</td>
<td>3,911</td>
<td>1,359</td>
</tr>
<tr>
<td>Less: Restructuring charges</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>12,119</td>
<td>-</td>
</tr>
<tr>
<td>Non-GAAP income (loss) from operations</td>
<td>$(1,454)</td>
<td>$30,001</td>
<td>$25,010</td>
<td>$(24,591)</td>
<td>$(49,082)</td>
<td>$(15,956)</td>
</tr>
</tbody>
</table>

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Non-GAAP Net Loss Attributable to New Relic per diluted share

<table>
<thead>
<tr>
<th>(in thousands)</th>
<th>Q4 FY22</th>
<th>Fiscal Year 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP net loss attributable to New Relic</td>
<td>$ (55,513)</td>
<td>$ (250,402)</td>
</tr>
<tr>
<td>Plus: Stock-based compensation expense</td>
<td>35,490</td>
<td>153,039</td>
</tr>
<tr>
<td>Plus: Amortization of purchased intangibles</td>
<td>2,291</td>
<td>7,649</td>
</tr>
<tr>
<td>Plus: Transaction costs related to acquisition</td>
<td>-</td>
<td>361</td>
</tr>
<tr>
<td>Plus: Amortization of stock-based compensation capitalized in software development costs</td>
<td>722</td>
<td>2,402</td>
</tr>
<tr>
<td>Plus: Lawsuit litigation expense</td>
<td>(69)</td>
<td>(10)</td>
</tr>
<tr>
<td>Plus: Employer payroll tax on employee equity incentive plans</td>
<td>1,359</td>
<td>3,911</td>
</tr>
<tr>
<td>Plus: Amortization of debt discount and issuance costs</td>
<td>591</td>
<td>2,357</td>
</tr>
<tr>
<td>Plus: Adjustment to redeemable non-controlling interest</td>
<td>(871)</td>
<td>18,579</td>
</tr>
<tr>
<td>Plus: Restructuring charges</td>
<td>-</td>
<td>12,119</td>
</tr>
<tr>
<td><strong>Non-GAAP net income (loss) attributable to New Relic</strong></td>
<td><strong>$ (16,000)</strong></td>
<td><strong>$ (49,995)</strong></td>
</tr>
</tbody>
</table>

**Non-GAAP net income (loss) attributable to New Relic per share:**

<table>
<thead>
<tr>
<th></th>
<th>Q4 FY22</th>
<th>Fiscal Year 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Basic</td>
<td>$ (0.24)</td>
<td>$ (0.77)</td>
</tr>
<tr>
<td>Diluted</td>
<td>$ (0.24)</td>
<td>$ (0.77)</td>
</tr>
</tbody>
</table>

**Shares used in non-GAAP per share calculations:**

<p>| | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Basic</td>
<td>65,780</td>
<td>64,592</td>
</tr>
<tr>
<td>Diluted</td>
<td>65,780</td>
<td>64,592</td>
</tr>
</tbody>
</table>
## Non-GAAP Gross Margin

<table>
<thead>
<tr>
<th></th>
<th>Q1 FY21</th>
<th>Q2 FY21</th>
<th>Q3 FY21</th>
<th>Q4 FY21</th>
<th>Q1 FY22</th>
<th>Q2 FY22</th>
<th>Q3 FY22</th>
<th>Q4 FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>GAAP gross margin</strong></td>
<td>80%</td>
<td>73%</td>
<td>72%</td>
<td>67%</td>
<td>67%</td>
<td>67%</td>
<td>66%</td>
<td>69%</td>
</tr>
<tr>
<td><strong>Non-GAAP adjustments</strong></td>
<td>1%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td><strong>Non-GAAP gross margin</strong></td>
<td>81%</td>
<td>75%</td>
<td>74%</td>
<td>69%</td>
<td>69%</td>
<td>69%</td>
<td>68%</td>
<td>71%</td>
</tr>
</tbody>
</table>
## Non-GAAP Sales and Marketing

<table>
<thead>
<tr>
<th></th>
<th>Q1 FY21</th>
<th>Q2 FY21</th>
<th>Q3 FY21</th>
<th>Q4 FY21</th>
<th>Q1 FY22</th>
<th>Q2 FY22</th>
<th>Q3 FY22</th>
<th>Q4 FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>GAAP sales and marketing</strong></td>
<td>$85,136</td>
<td>$89,378</td>
<td>$92,392</td>
<td>$94,796</td>
<td>$102,813</td>
<td>$93,067</td>
<td>$97,723</td>
<td>$100,424</td>
</tr>
<tr>
<td><strong>Less: Stock-based compensation expense</strong></td>
<td>(13,308)</td>
<td>(14,537)</td>
<td>(15,115)</td>
<td>(11,735)</td>
<td>(11,534)</td>
<td>(13,548)</td>
<td>(12,537)</td>
<td>(11,367)</td>
</tr>
<tr>
<td><strong>Less: Employer payroll tax on employee equity incentive plans</strong></td>
<td>(359)</td>
<td>(157)</td>
<td>(155)</td>
<td>(601)</td>
<td>(245)</td>
<td>(143)</td>
<td>(182)</td>
<td>(374)</td>
</tr>
<tr>
<td><strong>Less: Restructuring charges</strong></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>(11,071)</td>
<td>3</td>
<td>143</td>
<td>-</td>
</tr>
<tr>
<td><strong>Non-GAAP sales and marketing</strong></td>
<td>$71,469</td>
<td>$74,684</td>
<td>$77,122</td>
<td>$82,460</td>
<td>$79,963</td>
<td>$79,379</td>
<td>$85,147</td>
<td>$88,683</td>
</tr>
</tbody>
</table>