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This presentation also contains estimates and other statistical data made by independent parties and by us relating to market size and growth and other data about our industry. This data involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. In addition, projections, assumptions, and estimates of our future performance and the future performance of the markets in which we compete are necessarily subject to a high degree of uncertainty and risk.

In addition to financial information presented in accordance with U.S. generally accepted accounting principles (“GAAP”), this presentation and the accompanying oral presentation include certain non-GAAP financial measures, including Non-GAAP gross profit, Non-GAAP gross margin, Non-GAAP operating loss, Non-GAAP operating margin, Non-GAAP operating expenses and free cash flow. These non-GAAP measures are presented for supplemental informational purposes only and should not be considered a substitute for financial information presented in accordance with GAAP. These non-GAAP measures have limitations as analytical tools, and they should not be considered in isolation or as a substitute for analysis of other GAAP financial measures. A reconciliation of these measures to the most directly comparable GAAP measures is included with this presentation.

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sumo logic
Sumo Logic at a glance

1. Pioneering category of Continuous Intelligence

2. Cloud-native platform for security, business and operational intelligence

3. Leveraging cloud scale and elasticity for reliability and pricing advantages

4. Broad customer base includes digital-native and cloud transformation adoption

5. Consistently strong revenue growth at scale

Revenue ($mm)

- FY 2018: $68
- FY 2019: $104
- FY 2020: $155


Total Growth YoY:
- FY 2018: 53%
- FY 2019: 50%

Customers

- FY 2018: 1,600+
- FY 2019: 1,900+
- FY 2020: 2,100+
Digital transformation is driving cloud adoption

Notes:
2. International Data Corporation (IDC), Worldwide Public Cloud Services Spending Forecast to Reach $210 Billion This Year, According to IDC, February 2019.
Five requirements of digital business

- Modern application architectures
- Multi-cloud adoption
- Continuous security
- Continuous collaboration
- Data-driven intelligence

Digital transformation and data growth increase complexity, driving intelligence gaps.

Closing the gaps requires a new category of software, Continuous Intelligence.

Win in the Intelligence Economy with Sumo Logic Continuous Intelligence Platform™

sumo logic
Transforming complexity into continuous intelligence

Delivering real-time analytics and insights for all

sumo logic
Sumo Logic: Industry’s first and only cloud-native Continuous Intelligence Platform™

Operational Intelligence

Security Intelligence

Business Intelligence

Global Intelligence

Industry insights
Community insights
Data science insights

Cloud-native Platform

All types of machine data
Multi-tenant elastic scale
Flexible licensing
Actionable insights
Machine learning & advanced analytics
Security 1st principle

True SaaS

Real-time

sumo logic
## Platform growth

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<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average data scanned per day</td>
<td>873 Petabytes</td>
</tr>
<tr>
<td>Total data scanned in month</td>
<td>27.1 Exabytes</td>
</tr>
<tr>
<td>Average event size</td>
<td>542 Bytes</td>
</tr>
<tr>
<td>Average events scanned per day</td>
<td>1.6 Quadrillion</td>
</tr>
<tr>
<td>Total events scanned in month</td>
<td>50 Quadrillion</td>
</tr>
<tr>
<td>Events scanned per second</td>
<td>18.6 Billion</td>
</tr>
</tbody>
</table>

Service usage for the month of July 2020
Broadest cloud-native, analytics functionality across your DevSecOps use cases

- **Continuous Intelligence for DevSecOps**
  One platform, broad ML/AI capabilities | multiple use cases | Software Development Optimization | Tiered Data | Credits | Packaging

- **Comprehensive Observability Analytics**
  Application reliability: Monitor, diagnose and troubleshoot | Logs • Metrics • Traces • APM • Microservices

- **Security Analytics and Cloud SIEM**
  ML/AI-powered threat investigation and SOC automation | Apps • Endpoints • Cloud • Hybrid

- **SaaS Compliance and Audit**
  Broad security and compliance attestations | HIPAA • SOC 2 Type 1 • PCI • FedRAMP

- **Cloud Native Log Analytics**
  Infrastructure, app monitoring, and Troubleshooting | SaaS • Cloud • Machine Data

2010

**sumo logic**
Strong and growing customer base

Total Customers

2,100+ customers

125K+ users

Targeting All Verticals

Notes
1. All figures on this slide are as of July 31, 2020, unless otherwise specified
Market Opportunity and Landscape
DevSecOps requires more data to enable analytics and provide actionable intelligence.

- **Monitor & Detect**
  - On-Call Engineer
  - ~15% of data
- **Isolate & Diagnose**
  - SRE / SEC Ops
  - ~30% of data
- **Troubleshoot & Remediate**
  - SVC Owner / SOC Analyst
  - ~55% of data

Source: Based on Sumo Logic Internal Analysis
Addressing large and growing market opportunity

2020 Total Addressable Market Opportunity

($ in Billions)

<table>
<thead>
<tr>
<th>Category</th>
<th>2020 Total Addressable Market Opportunity</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT Operations Management (ITOM) Software</td>
<td>$12.1</td>
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<tr>
<td>Software Change and Configuration Management</td>
<td>$4.5</td>
</tr>
<tr>
<td>Advanced and Predictive Analytics Software</td>
<td>$3.9</td>
</tr>
<tr>
<td>AI Software Platforms</td>
<td>$4.5</td>
</tr>
<tr>
<td>Content Analytics and Search Software</td>
<td>$5.0</td>
</tr>
<tr>
<td>End-User Query, Reporting, and Analysis</td>
<td>$15.0</td>
</tr>
<tr>
<td>Security Analytics, Intelligence, Response, and Orchestration</td>
<td>$10.1</td>
</tr>
<tr>
<td>Total</td>
<td>$55.1</td>
</tr>
</tbody>
</table>

Multiple vectors to drive growth

- **Use Case Expansion**
  - Cross-sell DevSecOps use cases

- **Innovation**
  - AI/ML, analytics, security

- **Sales Expansion**
  - Direct and partner capacity & coverage

- **Channels & Alliances**
  - Technology & GTM (ISVs, MSP/MSSPs and VARs) partnerships

- **Business Expansion**
  - FED/SLED & International - Europe & Asia
We’re in it with our customers
Bring light to dark
One single agenda
Work with heart
Learning culture

Sumo Logic named One of the 2019 Best Workplaces in Technology by:

Fortune

Our Values

Ramin Sayar
President & CEO
Christian Beedgen
Co-Founder and CTO
Sydney Carey
Chief Financial Officer
Suku Krishnaraj
Chief Marketing Officer
Steve Fitz
Chief Revenue Officer
Aaron Feigin
Chief Comm. Officer
Kiki Haar
General Counsel
Bruno Kurtic
Founding VP of Product & Strategy
Sandeep Khanna
Chief Development Officer
Shea Kelly
Chief People Officer
Financial Highlights and GTM
Multidimensional go-to-market model
Certification outcomes

Certification Levels

1
Foundational Certification

5
Advanced Certifications

Cumulative Certifications

Notes
1. As of Q2 FY21

22,000+ (1)
Large and expanding customer base

<table>
<thead>
<tr>
<th></th>
<th>FY 2019</th>
<th>FQ2 2021</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Revenue per Customer</td>
<td>~$55,000</td>
<td>~$90,000</td>
<td>+64%</td>
</tr>
<tr>
<td># of Customers &gt; $100k ARR</td>
<td>234</td>
<td>330</td>
<td>+41%</td>
</tr>
<tr>
<td># of Customers &gt; $1mm ARR</td>
<td>17</td>
<td>29</td>
<td>+71%</td>
</tr>
<tr>
<td>NRR$^{(2)}$</td>
<td>120%+</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Notes:
1. For a description of how we calculate DBNR, please see the Appendix.
2. For a description of how we define ARR, please see the Appendix.
Financial services land & expand

Rapid expansion as digital initiatives take hold

ARR expansion: 3.7x in 2 Years

Use cases:
• Operational Intelligence
• Security Intelligence

Notes
1. For a description of how we define ARR, please see the Appendix.
ARR cohort

Compelling land and expand with cohorts

Average cohort expansion CAGR: >35%

Customers >$1M ARR have expanded more than 10x on average since initial land

Notes
1. For a description of how we define ARR, please see the Appendix.
Financial highlights

Category leadership

Predictable model

Strong customer base

Scalable business model

Land & expand

Growth vectors

$166M LTM revenue

99% subscription revenue

2,100+ total customers

Strong and expanding gross margins

330 customers >$100k ARR

Significant increase in sales capacity

42% LTM revenue growth

120%+ Dollar-based net retention$^{(4)}

Significant enterprise contribution

Flexible SaaS licensing model

29 customers >$1mm ARR

International and channel expansion

Notes:
1. All figures on this slide are as of July 31, 2020, unless otherwise specified.
2. For a description of how we define ARR, please see the Appendix.
3. For a description of how we calculate DBNR, please see the Appendix.
4. Over the last ten quarters.
Growth at scale

Quarterly Revenue ($M)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>1Q19</th>
<th>2Q19</th>
<th>3Q19</th>
<th>4Q19</th>
<th>1Q20</th>
<th>2Q20</th>
<th>3Q20</th>
<th>4Q20</th>
<th>1Q21</th>
<th>2Q21</th>
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<tr>
<td>FY18</td>
<td>21.4</td>
<td>25.0</td>
<td>27.0</td>
<td>30.4</td>
<td>32.5</td>
<td>37.8</td>
<td>40.5</td>
<td>44.3</td>
<td>47.2</td>
<td>49.4</td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Annual Revenue ($M)

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>1Q19</th>
<th>2Q19</th>
<th>3Q19</th>
<th>4Q19</th>
<th>1Q20</th>
<th>2Q20</th>
<th>3Q20</th>
<th>4Q20</th>
<th>1Q21</th>
<th>2Q21</th>
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<tbody>
<tr>
<td>FY18</td>
<td>68</td>
<td>104</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>FY19</td>
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<td></td>
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<td></td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>155</td>
</tr>
</tbody>
</table>

- Total Growth YoY: 51% (FY18), 50% (FY19), 46% (FY20)
- Growth Rate Excluding Large Customer: 46% (FY18), 41% (FY19), 36% (FY20)
Investing in sustainable and defensible growth

Non-GAAP Operating Margin\(^{(1)}\)

<table>
<thead>
<tr>
<th></th>
<th>FY2018</th>
<th>FY2019</th>
<th>FY2020</th>
<th>Q12021</th>
<th>Q22021</th>
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<tbody>
<tr>
<td>Margin</td>
<td>(44%)</td>
<td>(40%)</td>
<td>(38%)</td>
<td>(35%)</td>
<td>(11%)</td>
</tr>
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</table>

Non-GAAP Expenses as % of Revenue\(^{(1)}\)

<table>
<thead>
<tr>
<th></th>
<th>FY2018</th>
<th>FY2019</th>
<th>FY2020</th>
<th>Q12021</th>
<th>Q22021</th>
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</thead>
<tbody>
<tr>
<td>Gross Margin</td>
<td>67%</td>
<td>62%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sales &amp; Marketing</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Research &amp; Development</td>
<td>36%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>General &amp; Administrative</td>
<td>13%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Notes
1. This graphic contains certain non-GAAP financial measures. For a description of how we calculate such non-GAAP financial measures and a reconciliation to the nearest corresponding GAAP measure, please see the Appendix.
Improving contribution margin shows path to profitability

Initial investment drives high lifetime returns

- Initial investment in customer acquisition costs
- Ramp in sales team in FY18
- Expansion in adoption across business units increases data ingestion
- Light touch, frictionless expand motion

Source: Company Filings
Notes
1. For a description of how we define ARR, please see the Appendix
2. For a description of how we calculate DBNR, please see the Appendix
Now is the time for Sumo Logic

1. Massive tailwinds from cloud, security, and digital transformation

2. New licensing model and capabilities accelerate the use of our DevSecOps Platform

3. Poised to penetrate $50Bn TAM and massive data analytics opportunity

4. Strong growth in new and existing customers while improving operating efficiencies

5. Continued investments in S&M and our Continuous Intelligence Platform to drive long-term success
Thank you

See business differently with continuous intelligence
## GAAP to Non-GAAP reconciliation

<table>
<thead>
<tr>
<th>$ in MM</th>
<th>Q3'19</th>
<th>Q4'19</th>
<th>Q1'20</th>
<th>Q2'20</th>
<th>Q3'20</th>
<th>Q4'20</th>
<th>Q1'21</th>
<th>Q2'21</th>
<th>FY18</th>
<th>FY19</th>
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<td>Revenue</td>
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<td>0.1</td>
<td>0.1</td>
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<td>22.1</td>
<td>23.7</td>
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<td>Non-GAAP Gross Margin (%)</td>
<td>74%</td>
<td>73%</td>
<td>73%</td>
<td>76%</td>
<td>73%</td>
<td>70%</td>
<td>73%</td>
<td>75%</td>
<td>67%</td>
<td>72%</td>
<td>73%</td>
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<td>(11.6)</td>
<td>(12.4)</td>
<td>(15.3)</td>
<td>(14.2)</td>
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<td>(23.5)</td>
<td>(11.7)</td>
<td>(32.4)</td>
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<tr>
<td>Stock-Based Compensation</td>
<td>1.4</td>
<td>1.6</td>
<td>3.4</td>
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<td>Impairment of capitalized internal-use software</td>
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<tr>
<td>Non-GAAP Operating Profit (Loss)</td>
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<td>(10.7)</td>
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<td>Non-GAAP Operating Profit (Loss) (%)</td>
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<td>(35%)</td>
<td>(36%)</td>
<td>(28%)</td>
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<td>(45%)</td>
<td>(35%)</td>
<td>(11%)</td>
<td>44%</td>
<td>40%</td>
<td>38%</td>
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<tr>
<td>$ in MM</td>
<td>Q3'19</td>
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<td>Q2'20</td>
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<td>GAAP R&amp;D</td>
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<td>9.9</td>
<td>10.2</td>
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<td>(0.7)</td>
<td>(0.8)</td>
<td>(2.5)</td>
<td>(2.0)</td>
<td>(2.0)</td>
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<td>24.2</td>
<td>43.1</td>
<td>72.2</td>
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<td>(0.6)</td>
<td>(0.8)</td>
<td>(1.1)</td>
<td>(2.0)</td>
<td>(1.9)</td>
<td>(1.5)</td>
<td>(1.6)</td>
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<td>(4.0)</td>
<td>(8.9)</td>
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<td>23.0</td>
<td>28.4</td>
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<td>68.2</td>
<td>98.3</td>
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<td>GAAP G&amp;A</td>
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<td>4.0</td>
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<td>14.2</td>
<td>9.1</td>
<td>9.1</td>
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<td>9.6</td>
<td>14.3</td>
<td>37.3</td>
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<tr>
<td>Stock-Based Compensation</td>
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<td>(0.5)</td>
<td>(1.9)</td>
<td>(1.5)</td>
<td>(5.2)</td>
<td>(1.5)</td>
<td>(1.4)</td>
<td>(1.2)</td>
<td>(0.9)</td>
<td>(3.1)</td>
<td>(10.1)</td>
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<td>Non-GAAP G&amp;A</td>
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<td>4.5</td>
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<td>6.3</td>
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<td>27.1</td>
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Company information and definitions

**Fiscal Year:** End January 31

**ARR**
We define ARR as the annualized recurring revenue run-rate from all customers that are under contract or in negotiations to renew their contract at the end of a given period. For certain customers whose revenues may fluctuate monthly based on specific contractual arrangements, we calculate ARR using the annualized monthly recurring revenue run-rate.

**DBNR**
We calculate dollar-based net retention rate for a particular quarter (“base quarter”) by first identifying customers in such quarter (“base customers”) and dividing the ARR in the same quarter of the subsequent fiscal year by the ARR in the base quarter. The DBNR for the base quarter is obtained by averaging the result of the base quarter with the corresponding results from each of the prior three quarters.

**Non-GAAP Gross Profit / Margin**
We define non-GAAP gross profit and non-GAAP gross margin as gross profit and gross margin, respectively, excluding stock-based compensation expense recorded to cost of revenue and amortization of acquired intangible assets. For a reconciliation of these non-GAAP measures to the closest corresponding GAAP measure, please see the Appendix.

**Non-GAAP Operating Loss / Margin**
We define non-GAAP operating loss and non-GAAP operating margin as loss from operations and operating margin, respectively, excluding stock-based compensation expense, amortization of acquired intangible assets, acquisition-related expenses, and impairment of capitalized internal-use software. For a reconciliation of these non-GAAP measures to the closest corresponding GAAP measure, please see the Appendix.

**Free Cash Flow**
Free cash flow is a non-GAAP financial measure. We define free cash flow as cash used in operating activities less purchases of property and equipment and capitalized internal-use software. For a reconciliation of free cash flow to cash used in operating activities, please see the Appendix.