

Atlassian - Q1 2024 Financial Report

Metric	Value
Revenue	\$8,193,649.00
Growth Rate	1.3%
Profit Margin	25.9%

Atlassian Corporation Plc – Q1 FY24 Financial Report **Executive Summary:** Atlassian delivered a solid start to fiscal year 2024, demonstrating continued growth in a dynamic macroeconomic environment. Q1 revenue reached approximately \$985 million, reflecting Atlassian's strong position in the software development tools market and the ongoing migration to cloud-based solutions. While growth has moderated compared to prior periods due to prevailing economic uncertainties, we maintained profitability and achieved significant milestones in product innovation and customer engagement. We remain committed to investing in our cloud platform and expanding our product offerings to serve the evolving needs of our customers.

Revenue Performance: Total revenue for Q1 FY24 was \$985 million, representing a year-over-year increase of approximately 24%. Subscription revenue, driven by strong growth in cloud subscriptions for Jira, Confluence, and Trello, reached \$850 million, demonstrating a continued shift towards cloud-based solutions. Marketplace and other revenue streams accounted for the remaining \$135 million. Geographically, North America continues to be our largest market, followed by Europe and Asia-Pacific, with notable growth observed in emerging markets.

Key Business Highlights: During Q1, Atlassian made significant strides in enhancing its cloud platform, introducing new AI-powered features across its core product suite to improve user productivity and collaboration. We also focused on expanding our customer base, particularly among larger enterprises, by offering tailored solutions and enhanced support services. The acquisition of a small innovative DevOps tool company during the quarter further strengthens our competitive advantage in the DevOps space.

Market Conditions and Competitive Landscape: The software development tools market remains highly competitive, with increasing demand for integrated, cloud-based solutions. Macroeconomic headwinds continue to impact customer spending decisions, lengthening sales cycles, particularly for larger deals. Atlassian faces competition from both established players and emerging startups. We are confident that our focus on product innovation, customer satisfaction, and strategic acquisitions will enable us to maintain our leadership position.

Forward-Looking Statements and Guidance: For Q2 FY24, we anticipate revenue in the range of \$1.01 billion to \$1.03 billion. While we acknowledge the ongoing economic uncertainty, we are confident in our ability to execute our growth strategy. We remain committed to our long-term vision of empowering teams everywhere and continue to invest in the growth opportunities in front of us, particularly with generative AI integrated into our products. We will continue to monitor macroeconomic conditions and adjust our strategy as needed.