



	FY2020				FY2021	Trailing Twelve Months	
	Q1 9/30/2019	Q2 12/31/2019	Q3 3/31/2020	Q4 6/30/2020	Q1 9/30/2020	TTM 9/30/2019	TTM 9/30/2020
Platforms							
Revenue	\$ 856,445	\$ 949,825	\$ 1,017,789	\$ 1,066,630	\$ 1,141,688	\$ 3,076,633	\$ 4,175,932
% y/y	45.4%	42.3%	35.9%	32.7%	33.3%	52.3%	35.7%
% q/q	6.5%	10.9%	7.2%	4.8%	7.0%	n/a	n/a
Gross margin	\$ 705,975	\$ 787,317	\$ 839,870	\$ 913,389	\$ 937,736	\$ 2,527,047	\$ 3,478,311
% of revenue	82.4%	82.9%	82.5%	85.6%	82.1%	82.1%	83.3%
ARR (Annual recurring revenue) ¹	\$ 3,498,369	\$ 3,717,800	\$ 4,149,830	\$ 4,446,088	\$ 4,741,183	\$ 3,498,369	\$ 4,741,183
% y/y	42.9%	37.6%	38.9%	37.9%	35.5%	42.9%	35.5%
% q/q	8.5%	6.3%	11.6%	7.1%	6.6%	n/a	n/a
Deployments	320	338	374	401	432	320	432
% y/y	33.9%	26.6%	33.1%	33.2%	35.0%	33.9%	35.0%
% q/q	6.3%	5.6%	10.7%	7.2%	7.7%	n/a	n/a
ASP (Average sales price)	\$ 10,932	\$ 10,999	\$ 11,096	\$ 11,088	\$ 10,975	\$ 10,932	\$ 10,975
Transactions							
Revenue	\$ 6,738,668	\$ 6,580,613	\$ 7,029,617	\$ 6,819,150	\$ 6,606,737	\$ 26,359,881	\$ 27,036,117
% y/y	5.9%	4.1%	6.0%	2.2%	-2.0%	0.6%	2.6%
Gross margin	\$ 1,610,560	\$ 1,486,483	\$ 1,699,144	\$ 1,595,144	\$ 1,511,840	\$ 6,184,994	\$ 6,292,611
% of revenue	23.9%	22.6%	24.2%	23.4%	22.9%	23.5%	23.3%
Transaction ³ count	215,780	212,759	228,106	230,916	225,086	844,667	896,867
% y/y	6.7%	5.0%	7.8%	7.6%	4.3%	0.5%	6.2%
Corporate customers	853	856	845	808	805	837	829
% y/y	0.9%	3.6%	1.2%	-2.9%	-5.6%	-0.4%	-1.0%
Academic customers	281	283	270	279	285	257	279
% y/y	17.6%	15.5%	11.1%	8.1%	1.4%	13.1%	8.8%
Total customers ²	1,134	1,139	1,115	1,087	1,090	1,093	1,108
% y/y	4.6%	6.3%	3.4%	-0.3%	-3.9%	2.5%	1.3%
Company Total							
Revenue	\$ 7,595,113	\$ 7,530,438	\$ 8,047,406	\$ 7,885,780	\$ 7,748,425	\$ 29,436,514	\$ 31,212,049
% y/y	9.2%	7.7%	9.1%	5.5%	2.0%	4.3%	6.0%
Gross margin	2,316,535	2,273,800	2,539,014	2,508,533	2,449,576	8,712,041	9,770,922
% of revenue	30.5%	30.2%	31.6%	31.8%	31.6%	29.6%	31.3%
Sales and marketing	550,349	638,837	626,956	692,096	498,374	2,197,977	2,456,263
% of revenue	7.2%	8.5%	7.8%	8.8%	6.4%	7.5%	7.9%
Technology and product development	499,191	548,719	536,238	537,830	622,961	2,139,346	2,245,748
% of revenue	6.6%	7.3%	6.7%	6.8%	8.0%	7.3%	7.2%
General and administrative	1,231,345	1,270,375	1,230,580	1,132,483	1,161,061	4,601,674	4,794,499
% of revenue	16.2%	16.9%	15.3%	14.4%	15.0%	15.6%	15.4%
Depreciation and amortization	7,558	6,840	5,510	3,746	3,723	35,259	19,819
Stock-based compensation	142,672	523,632	142,237	143,054	170,790	853,935	979,713
Foreign currency translation loss (gain)	12,123	(5,456)	8,648	4,214	(24,249)	31,643	(16,843)
Total operating expenses	2,443,238	2,982,947	2,550,169	2,513,423	2,432,660	9,859,834	10,479,199
% of revenue	32.2%	39.6%	31.7%	31.9%	31.4%	33.5%	33.6%
Other income (expenses) and income taxes	19,055	25,721	23,101	4,331	(2,270)	85,059	50,883
Income (loss) from continuing operations	(107,648)	(683,426)	11,946	(559)	14,645	(1,062,734)	(657,394)
% of revenue	-1.4%	-9.1%	0.1%	0.0%	0.2%	-3.6%	-2.1%
Income from discontinued operations	-	-	-	-	-	-	-
Gain on sale of discontinued operations	26,191	91,254	-	-	-	199,208	91,254
Net income (loss)	\$ (81,457)	\$ (592,172)	\$ 11,946	\$ (559)	\$ 14,645	\$ (863,526)	\$ (566,140)
% of revenue	-1.1%	-7.9%	0.1%	0.0%	0.2%	-2.9%	-1.8%
Adjusted EBITDA Reconciliation							
Net income (loss)	\$ (81,457)	\$ (592,172)	\$ 11,946	\$ (559)	\$ 14,645	\$ (863,526)	\$ (566,140)
Depreciation and amortization	7,558	6,840	5,510	3,746	3,723	35,259	19,819
Stock-based compensation	142,672	523,632	142,237	143,054	170,790	853,935	979,713
Foreign currency translation	12,123	(5,456)	8,648	4,214	(24,249)	31,643	(16,843)
Other income (expenses) and income taxes	(19,055)	(25,721)	(23,101)	(4,331)	2,270	(85,059)	(50,883)
Income from discontinued operations	-	-	-	-	-	-	-
Gain on sale of discontinued operations	(26,191)	(91,254)	-	-	-	(199,208)	(91,254)
Adjusted EBITDA ⁴	\$ 35,650	\$ (184,131)	\$ 145,240	\$ 146,124	\$ 167,179	\$ (226,956)	\$ 274,412
% of revenue	0.5%	-2.4%	1.8%	1.9%	2.2%	-0.8%	0.9%

¹ Annual Recurring Revenue (Non-GAAP Measure) - the value of contracted platform subscription recurring revenue normalized to a one year period.

² Customers - the sum of the total quantity of customers per month for each month in the period, divided by the respective number of months in the period. The quantity of customers per month is defined as customers with at least one transaction during the month.

³ Transaction - an order for a unit of copyrighted content fulfilled or managed in the platform.

⁴ Adjusted EBITDA (Non-GAAP Measure) - defined as net income (loss), plus interest expense, other income (expense), foreign currency transaction loss, provision for income taxes, depreciation and amortization, stock-based compensation, income and gain on sale of discontinued operations, and other potential adjustments that may arise.