



Research Solutions, Inc. (NASDAQ:RSSS) www.researchsolutions.com

Includes Non-GAAP Financial Data

	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	Q2 12/31/2020	Q3 3/31/2021	TTM 3/31/2020	TTM 3/31/2021
Platforms									
Revenue	\$ 856,445	\$ 949,825	\$ 1,017,789	\$ 1,066,630	\$ 1,141,688	\$ 1,220,535	\$ 1,344,183	\$ 3,627,976	\$ 4,773,036
% y/y	45.4%	42.3%	35.9%	32.7%	33.3%	28.5%	32.1%	43.2%	31.6%
% q/q	6.5%	10.9%	7.2%	4.8%	7.0%	6.9%	10.1%	n/a	n/a
Gross margin	\$ 705,975	\$ 787,317	\$ 839,870	\$ 913,389	\$ 937,736	\$ 1,003,532	\$ 1,110,487	\$ 2,994,711	\$ 3,965,145
% of revenue	82.4%	82.9%	82.5%	85.6%	82.1%	82.2%	82.6%	82.5%	83.1%
ARR (Annual recurring revenue) ¹	\$ 3,498,369	\$ 3,717,800	\$ 4,149,830	\$ 4,446,088	\$ 4,741,183	\$ 5,021,054	\$ 5,554,595	\$ 4,149,830	\$ 5,554,595
% y/y	42.9%	37.6%	38.9%	37.9%	35.5%	35.1%	33.9%	38.9%	33.9%
% q/q	8.5%	6.3%	11.6%	7.1%	6.6%	5.9%	10.6%	n/a	n/a
Deployments	320	338	374	401	432	461	512	374	512
% y/y	33.9%	26.6%	33.1%	33.2%	35.0%	36.4%	36.9%	33.1%	36.9%
% q/q	6.3%	5.6%	10.7%	7.2%	7.7%	6.7%	11.1%	n/a	n/a
ASP (Average sales price)	\$ 10,932	\$ 10,999	\$ 11,096	\$ 11,088	\$ 10,975	\$ 10,892	\$ 10,849	\$ 11,096	\$ 10,849
Transactions									
Revenue	\$ 6,738,668	\$ 6,580,613	\$ 7,029,617	\$ 6,819,150	\$ 6,606,737	\$ 6,229,200	\$ 6,996,349	\$ 27,019,583	\$ 26,651,436
% y/y	5.9%	4.1%	6.0%	2.2%	-2.0%	-5.3%	-0.5%	4.1%	-1.4%
Gross margin	\$ 1,610,560	\$ 1,486,483	\$ 1,699,144	\$ 1,595,144	\$ 1,511,840	\$ 1,388,050	\$ 1,592,153	\$ 6,362,243	\$ 6,087,187
% of revenue	23.9%	22.6%	24.2%	23.4%	22.9%	22.3%	22.8%	23.5%	22.8%
Corporate customers	853	856	845	808	805	809	841	847	816
% y/y	0.9%	3.6%	1.2%	-2.9%	-5.6%	-5.5%	-0.5%	0.9%	-3.6%
Academic customers	281	283	270	279	285	300	267	273	283
% y/y	17.6%	15.5%	11.1%	8.1%	1.4%	6.0%	-1.1%	14.1%	3.6%
Total customers ²	1,134	1,139	1,115	1,087	1,090	1,109	1,108	1,120	1,099
% y/y	4.6%	6.3%	3.4%	-0.3%	-3.9%	-2.6%	-0.6%	3.8%	-1.9%
Company Total									
Revenue	\$ 7,595,113	\$ 7,530,438	\$ 8,047,406	\$ 7,885,780	\$ 7,748,425	\$ 7,449,735	\$ 8,340,532	\$ 30,647,559	\$ 31,424,472
% y/y	9.2%	7.7%	9.1%	5.5%	2.0%	-1.1%	3.6%	7.6%	2.5%
Gross margin	2,316,535	2,273,800	2,539,014	2,508,533	2,449,576	2,391,582	2,702,640	9,356,954	10,052,332
% of revenue	30.5%	30.2%	31.6%	31.8%	31.6%	32.1%	32.4%	30.5%	32.0%
Sales and marketing	550,349	638,837	626,956	692,096	498,374	487,571	566,713	2,475,250	2,244,754
% of revenue	7.2%	8.5%	7.8%	8.8%	6.4%	6.5%	6.8%	8.1%	7.1%
Technology and product development	499,191	548,719	536,238	537,830	622,961	624,747	664,195	2,133,346	2,449,733
% of revenue	6.6%	7.3%	6.7%	6.8%	8.0%	8.4%	8.0%	7.0%	7.8%
General and administrative	1,231,345	1,270,375	1,230,580	1,132,483	1,161,061	1,118,750	1,233,604	4,792,568	4,645,899
% of revenue	16.2%	16.9%	15.3%	14.4%	15.0%	15.0%	14.8%	15.6%	14.8%
Depreciation and amortization	7,558	6,840	5,510	3,746	3,723	3,039	2,066	28,259	12,574
Stock-based compensation	142,672	523,632	142,237	143,054	170,790	435,949	179,345	935,444	929,138
Foreign currency translation loss (gain)	12,123	(5,456)	8,648	4,214	(24,249)	(17,469)	6,648	22,508	(30,856)
Total operating expenses	2,443,238	2,982,947	2,550,169	2,513,423	2,432,660	2,652,587	2,652,571	10,387,375	10,251,242
% of revenue	32.2%	39.6%	31.7%	31.9%	31.4%	35.6%	31.8%	33.9%	32.6%
Other income (expenses) and income taxes	19,055	25,721	23,101	4,331	(2,270)	399	(322)	95,166	2,138
Income (loss) from continuing operations	(107,648)	(683,426)	11,946	(559)	14,645	(260,606)	49,747	(935,255)	(196,772)
% of revenue	-1.4%	-9.1%	0.1%	0.0%	0.2%	-3.5%	0.6%	-3.1%	-0.6%
Income from discontinued operations									
Gain on sale of discontinued operations	26,191	91,254	-	-	-	-	-	201,720	-
Net income (loss)	\$ (81,457)	\$ (592,172)	\$ 11,946	\$ (559)	\$ 14,645	\$ (260,606)	\$ 49,747	\$ (733,535)	\$ (196,772)
% of revenue	-1.1%	-7.9%	0.1%	0.0%	0.2%	-3.5%	0.6%	-2.4%	-0.6%
Adjusted EBITDA Reconciliation									
Net income (loss)	\$ (81,457)	\$ (592,172)	\$ 11,946	\$ (559)	\$ 14,645	\$ (260,606)	\$ 49,747	\$ (733,535)	\$ (196,772)
Depreciation and amortization	7,558	6,840	5,510	3,746	3,723	3,039	2,066	28,259	12,574
Stock-based compensation	142,672	523,632	142,237	143,054	170,790	435,949	179,345	935,444	929,138
Foreign currency translation	12,123	(5,456)	8,648	4,214	(24,249)	(17,469)	6,648	22,508	(30,856)
Other income (expenses) and income taxes	(19,055)	(25,721)	(23,101)	(4,331)	2,270	(399)	322	(95,166)	(2,138)
Income from discontinued operations	-	-	-	-	-	-	-	-	-
Gain on sale of discontinued operations	(26,191)	(91,254)	-	-	-	-	-	(201,720)	-
Adjusted EBITDA ³	\$ 35,650	\$ (184,131)	\$ 145,240	\$ 146,124	\$ 167,179	\$ 160,514	\$ 238,128	\$ (44,210)	\$ 711,946
% of revenue	0.5%	-2.4%	1.8%	1.9%	2.2%	2.2%	2.9%	-0.1%	2.3%

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 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.