



	FY2021				FY2022	Trailing Twelve Months	
	Q1 9/30/2020	Q2 12/31/2020	Q3 3/31/2021	Q4 6/30/2021	Q1 9/30/2021	TTM 9/30/2020	TTM 9/30/2021
Platforms							
Revenue	\$ 1,141,688	\$ 1,220,535	\$ 1,344,183	\$ 1,429,159	\$ 1,509,874	\$ 4,175,932	\$ 5,503,751
% y/y	33.3%	28.5%	32.1%	34.0%	32.2%	48.7%	31.8%
% q/q	7.0%	6.9%	10.1%	6.3%	5.6%	n/a	n/a
Gross margin	\$ 937,736	\$ 1,003,532	\$ 1,110,487	\$ 1,171,840	\$ 1,264,218	\$ 3,478,311	\$ 4,550,077
% of revenue	82.1%	82.2%	82.6%	82.0%	83.7%	83.3%	82.7%
ARR (Annual recurring revenue) ¹	\$ 4,741,183	\$ 5,021,054	\$ 5,554,595	\$ 5,880,179	\$ 6,282,927	\$ 4,741,183	\$ 6,282,927
% y/y	35.5%	35.1%	33.9%	32.3%	32.5%	47.0%	32.5%
% q/q	6.6%	5.9%	10.6%	5.9%	6.8%	n/a	n/a
Deployments	432	461	512	553	590	432	590
% y/y	35.0%	36.4%	36.9%	37.9%	36.6%	43.5%	36.6%
% q/q	7.7%	6.7%	11.1%	8.0%	6.7%	n/a	n/a
ASP (Average sales price)	\$ 10,975	\$ 10,892	\$ 10,849	\$ 10,633	\$ 10,649	\$ 10,975	\$ 10,649
Transactions							
Revenue	\$ 6,606,737	\$ 6,229,200	\$ 6,996,349	\$ 6,788,494	\$ 6,232,630	\$ 27,036,117	\$ 26,246,673
% y/y	-2.0%	-5.3%	-0.5%	-0.4%	-5.7%	4.0%	-2.9%
Gross margin	\$ 1,511,840	\$ 1,388,050	\$ 1,592,153	\$ 1,570,376	\$ 1,396,157	\$ 6,292,611	\$ 5,946,736
% of revenue	22.9%	22.3%	22.8%	23.1%	22.4%	23.3%	22.7%
Corporate customers	805	809	841	845	853	829	837
% y/y	-5.6%	-5.5%	-0.5%	4.6%	6.0%	-0.7%	1.0%
Academic customers	285	300	267	287	300	279	289
% y/y	1.4%	6.0%	-1.1%	2.9%	5.3%	13.4%	3.3%
Total customers ²	1,090	1,109	1,108	1,132	1,153	1,108	1,126
% y/y	-3.9%	-2.6%	-0.6%	4.1%	5.8%	2.5%	1.6%
Company Total							
Revenue	\$ 7,748,425	\$ 7,449,735	\$ 8,340,532	\$ 8,217,653	\$ 7,742,504	\$ 31,212,049	\$ 31,750,424
% y/y	2.0%	-1.1%	3.6%	4.2%	-0.1%	8.4%	1.7%
Gross margin	2,449,576	2,391,582	2,702,640	2,742,216	2,660,375	9,770,922	10,496,813
% of revenue	31.6%	32.1%	32.4%	33.4%	34.4%	31.3%	33.1%
Sales and marketing	498,374	487,571	566,713	521,220	522,951	2,456,263	2,098,455
% of revenue	6.4%	6.5%	6.8%	6.3%	6.8%	7.9%	6.6%
Technology and product development	622,961	624,747	664,195	732,371	821,460	2,245,748	2,842,773
% of revenue	8.0%	8.4%	8.0%	8.9%	10.6%	7.2%	9.0%
General and administrative	1,161,061	1,118,750	1,233,604	1,354,244	1,497,223	4,794,499	5,203,821
% of revenue	15.0%	15.0%	14.8%	16.5%	19.3%	15.4%	16.4%
Depreciation and amortization	3,723	3,039	2,066	2,694	2,896	19,819	10,695
Stock-based compensation	170,790	435,949	179,345	221,589	171,110	979,713	1,007,993
Foreign currency translation loss (gain)	(24,249)	(17,469)	6,648	(890)	11,243	(16,843)	(468)
Total operating expenses	2,432,660	2,652,587	2,652,571	2,831,228	3,026,883	10,479,199	11,163,269
% of revenue	31.4%	35.6%	31.8%	34.5%	39.1%	33.6%	35.2%
Other income (expenses) and income taxes	(2,270)	399	(322)	136	(5,494)	50,883	(5,281)
Income (loss) from continuing operations	14,645	(260,606)	49,747	(88,876)	(372,002)	(657,394)	(671,737)
% of revenue	0.2%	-3.5%	0.6%	-1.1%	-4.8%	-2.1%	-2.1%
Income from discontinued operations	-	-	-	-	-	91,254	-
Gain on sale of discontinued operations	-	-	-	-	-	-	-
Net income (loss)	\$ 14,645	\$ (260,606)	\$ 49,747	\$ (88,876)	\$ (372,002)	\$ (566,140)	\$ (671,737)
% of revenue	0.2%	-3.5%	0.6%	-1.1%	-4.8%	-1.8%	-2.1%
Adjusted EBITDA Reconciliation							
Net income (loss)	\$ 14,645	\$ (260,606)	\$ 49,747	\$ (88,876)	\$ (372,002)	\$ (566,140)	\$ (671,737)
Depreciation and amortization	3,723	3,039	2,066	2,694	2,896	19,819	10,695
Stock-based compensation	170,790	435,949	179,345	221,589	171,110	979,713	1,007,993
Foreign currency translation	(24,249)	(17,469)	6,648	(890)	11,243	(16,843)	(468)
Other income (expenses) and income taxes	2,270	(399)	322	(136)	5,494	(50,883)	5,281
Income from discontinued operations	-	-	-	-	-	-	-
Gain on sale of discontinued operations	-	-	-	-	-	(91,254)	-
Adjusted EBITDA ³	\$ 167,179	\$ 160,514	\$ 238,128	\$ 134,381	\$ (181,259)	\$ 274,412	\$ 351,764
% of revenue	2.2%	2.2%	2.9%	1.6%	-2.3%	0.9%	1.1%

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.