



Includes Non-GAAP Financial Data

	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	Q2 12/31/2021	TTM 12/31/2020	TTM 12/31/2021
<b>Platforms</b>								
Revenue	\$ 1,141,688	\$ 1,220,535	\$ 1,344,183	\$ 1,429,159	\$ 1,509,874	\$ 1,604,829	\$ 4,446,642	\$ 5,888,045
% y/y	33.3%	28.5%	32.1%	34.0%	32.2%	31.5%	58.3%	32.4%
% q/q	7.0%	6.9%	10.1%	6.3%	5.6%	6.3%	n/a	n/a
Gross margin	\$ 937,736	\$ 1,003,532	\$ 1,110,487	\$ 1,171,840	\$ 1,264,218	\$ 1,373,161	\$ 3,694,527	\$ 4,919,705
% of revenue	82.1%	82.2%	82.6%	82.0%	83.7%	85.6%	83.1%	83.6%
ARR (Annual recurring revenue) <sup>1</sup>	\$ 4,741,183	\$ 5,021,054	\$ 5,554,595	\$ 5,880,179	\$ 6,282,927	\$ 6,848,613	\$ 5,021,054	\$ 6,848,613
% y/y	35.5%	35.1%	33.9%	32.3%	32.5%	36.4%	55.7%	36.4%
% q/q	6.6%	5.9%	10.6%	5.9%	6.8%	9.0%	n/a	n/a
Deployments	432	461	512	553	590	646	461	646
% y/y	35.0%	36.4%	36.9%	37.9%	36.6%	40.1%	53.2%	40.1%
% q/q	7.7%	6.7%	11.1%	8.0%	6.7%	9.5%	n/a	n/a
ASP (Average sales price)	\$ 10,975	\$ 10,892	\$ 10,849	\$ 10,633	\$ 10,649	\$ 10,602	\$ 10,892	\$ 10,602
<b>Transactions</b>								
Revenue	\$ 6,606,737	\$ 6,229,200	\$ 6,996,349	\$ 6,788,494	\$ 6,232,630	\$ 6,267,458	\$ 26,684,704	\$ 26,284,931
% y/y	-2.0%	-5.3%	-0.5%	-0.4%	-5.7%	0.6%	2.7%	-1.5%
Gross margin	\$ 1,511,840	\$ 1,388,050	\$ 1,592,153	\$ 1,570,376	\$ 1,396,157	\$ 1,464,499	\$ 6,194,178	\$ 6,023,185
% of revenue	22.9%	22.3%	22.8%	23.1%	22.4%	23.4%	23.2%	22.9%
Corporate customers	805	809	841	845	853	867	817	852
% y/y	-5.6%	-5.5%	-0.5%	4.6%	6.0%	7.2%	-2.1%	4.3%
Academic customers	285	300	267	287	300	312	284	292
% y/y	1.4%	6.0%	-1.1%	2.9%	5.3%	4.0%	15.1%	2.8%
Total customers <sup>2</sup>	1,090	1,109	1,108	1,132	1,153	1,179	1,100	1,143
% y/y	-3.9%	-2.6%	-0.6%	4.1%	5.8%	6.3%	1.8%	3.9%
<b>Company Total</b>								
Revenue	\$ 7,748,425	\$ 7,449,735	\$ 8,340,532	\$ 8,217,653	\$ 7,742,504	\$ 7,872,287	\$ 31,131,346	\$ 32,172,976
% y/y	2.0%	-1.1%	3.6%	4.2%	-0.1%	5.7%	8.1%	3.3%
Gross margin	2,449,576	2,391,582	2,702,640	2,742,216	2,660,375	2,837,660	9,888,705	10,942,890
% of revenue	31.6%	32.1%	32.4%	33.4%	34.4%	36.0%	31.8%	34.0%
Sales and marketing	498,374	487,571	566,713	521,220	522,951	518,357	2,304,997	2,129,241
% of revenue	6.4%	6.5%	6.8%	6.3%	6.8%	6.6%	7.4%	6.6%
Technology and product development	622,961	624,747	664,195	732,371	821,460	868,236	2,321,776	3,086,262
% of revenue	8.0%	8.4%	8.0%	8.9%	10.6%	11.0%	7.5%	9.6%
General and administrative	1,161,061	1,118,750	1,233,604	1,354,244	1,497,223	1,616,135	4,642,875	5,701,205
% of revenue	15.0%	15.0%	14.8%	16.5%	19.3%	20.5%	14.9%	17.7%
Depreciation and amortization	3,723	3,039	2,066	2,694	2,896	4,260	16,018	11,916
Stock-based compensation	170,790	435,949	179,345	221,589	171,110	300,539	892,030	872,583
Foreign currency translation loss (gain)	(24,249)	(17,469)	6,648	(890)	11,243	11,982	(28,856)	28,983
Total operating expenses	2,432,660	2,652,587	2,652,571	2,831,228	3,026,883	3,319,509	10,148,840	11,830,190
% of revenue	31.4%	35.6%	31.8%	34.5%	39.1%	42.2%	32.6%	36.8%
Other income (expenses) and income taxes	(2,270)	399	(322)	136	(5,494)	264	25,561	(5,416)
Income (loss) from continuing operations	14,645	(260,606)	49,747	(88,876)	(372,002)	(481,585)	(234,574)	(892,716)
% of revenue	0.2%	-3.5%	0.6%	-1.1%	-4.8%	-6.1%	-0.8%	-2.8%
Income from discontinued operations	-	-	-	-	-	-	-	-
Gain on sale of discontinued operations	-	-	-	-	-	-	-	-
Net income (loss)	\$ 14,645	\$ (260,606)	\$ 49,747	\$ (88,876)	\$ (372,002)	\$ (481,585)	\$ (234,574)	\$ (892,716)
% of revenue	0.2%	-3.5%	0.6%	-1.1%	-4.8%	-6.1%	-0.8%	-2.8%
<b>Adjusted EBITDA Reconciliation</b>								
Net income (loss)	\$ 14,645	\$ (260,606)	\$ 49,747	\$ (88,876)	\$ (372,002)	\$ (481,585)	\$ (234,574)	\$ (892,716)
Depreciation and amortization	3,723	3,039	2,066	2,694	2,896	4,260	16,018	11,916
Stock-based compensation	170,790	435,949	179,345	221,589	171,110	300,539	892,030	872,583
Foreign currency translation	(24,249)	(17,469)	6,648	(890)	11,243	11,982	(28,856)	28,983
Other income (expenses) and income taxes	2,270	(399)	322	(136)	5,494	(264)	(25,561)	5,416
Income from discontinued operations	-	-	-	-	-	-	-	-
Gain on sale of discontinued operations	-	-	-	-	-	-	-	-
Adjusted EBITDA <sup>3</sup>	\$ 167,179	\$ 160,514	\$ 238,128	\$ 134,381	\$ (181,259)	\$ (165,068)	\$ 619,057	\$ 26,182
% of revenue	2.2%	2.2%	2.9%	1.6%	-2.3%	-2.1%	2.0%	0.1%

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

<sup>2</sup> 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.

<sup>3</sup> 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.