



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

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	Q3 3/31/2022	TTM 3/31/2021	TTM 3/31/2022
<b>Platforms</b>									
Revenue	\$ 1,141,688	\$ 1,220,535	\$ 1,344,183	\$ 1,429,159	\$ 1,509,874	\$ 1,604,829	\$ 1,786,224	\$ 4,773,036	\$ 6,330,086
% y/y	33.3%	28.5%	32.1%	34.0%	32.2%	31.5%	32.9%	31.6%	32.6%
% q/q	7.0%	6.9%	10.1%	6.3%	5.6%	6.3%	11.3%	n/a	n/a
Gross margin	\$ 937,736	\$ 1,003,532	\$ 1,110,487	\$ 1,171,840	\$ 1,264,218	\$ 1,373,161	\$ 1,567,173	\$ 3,965,145	\$ 5,376,391
% of revenue	82.1%	82.2%	82.6%	82.0%	83.7%	85.6%	87.7%	83.1%	84.9%
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	\$ 7,348,847	\$ 5,554,595	\$ 7,348,847
% y/y	35.5%	35.1%	33.9%	32.3%	32.5%	36.4%	32.3%	33.9%	32.3%
% q/q	6.6%	5.9%	10.6%	5.9%	6.8%	9.0%	7.3%	n/a	n/a
Deployments	432	461	512	553	590	646	680	512	680
% y/y	35.0%	36.4%	36.9%	37.9%	36.6%	40.1%	32.8%	36.9%	32.8%
% q/q	7.7%	6.7%	11.1%	8.0%	6.7%	9.5%	5.3%	n/a	n/a
ASP (Average sales price)	\$ 10,975	\$ 10,892	\$ 10,849	\$ 10,633	\$ 10,649	\$ 10,602	\$ 10,807	\$ 10,849	\$ 10,807
<b>Transactions</b>									
Revenue	\$ 6,606,737	\$ 6,229,200	\$ 6,996,349	\$ 6,788,494	\$ 6,232,630	\$ 6,267,458	\$ 6,971,128	\$ 26,651,436	\$ 26,259,710
% y/y	-2.0%	-5.3%	-0.5%	-0.4%	-5.7%	0.6%	-0.4%	-1.4%	-1.5%
Gross margin	\$ 1,511,840	\$ 1,388,050	\$ 1,592,153	\$ 1,570,376	\$ 1,396,157	\$ 1,464,499	\$ 1,671,324	\$ 6,087,187	\$ 6,102,356
% of revenue	22.9%	22.3%	22.8%	23.1%	22.4%	23.4%	24.0%	22.8%	23.2%
Corporate customers	805	809	841	845	853	867	904	816	867
% y/y	-5.6%	-5.5%	-0.5%	4.6%	6.0%	7.2%	7.5%	-3.6%	6.3%
Academic customers	285	300	267	287	300	312	289	283	297
% y/y	1.4%	6.0%	-1.1%	2.9%	5.3%	4.0%	8.2%	3.6%	5.0%
Total customers <sup>2</sup>	1,090	1,109	1,108	1,132	1,153	1,179	1,193	1,099	1,164
% y/y	-3.9%	-2.6%	-0.6%	4.1%	5.8%	6.3%	7.7%	-1.9%	6.0%
<b>Company Total</b>									
Revenue	\$ 7,748,425	\$ 7,449,735	\$ 8,340,532	\$ 8,217,653	\$ 7,742,504	\$ 7,872,287	\$ 8,757,352	\$ 31,424,472	\$ 32,589,796
% y/y	2.0%	-1.1%	3.6%	4.2%	-0.1%	5.7%	5.0%	2.5%	3.7%
Gross margin	2,449,576	2,391,582	2,702,640	2,742,216	2,660,375	2,837,660	3,238,497	10,052,332	11,478,747
% of revenue	31.6%	32.1%	32.4%	33.4%	34.4%	36.0%	37.0%	32.0%	35.2%
Sales and marketing	498,374	487,571	566,713	521,220	522,951	518,357	543,496	2,244,754	2,106,024
% of revenue	6.4%	6.5%	6.8%	6.3%	6.8%	6.6%	6.2%	7.1%	6.5%
Technology and product development	622,961	624,747	664,195	732,371	821,460	868,236	971,959	2,449,733	3,394,026
% of revenue	8.0%	8.4%	8.0%	8.9%	10.6%	11.0%	11.1%	7.8%	10.4%
General and administrative	1,161,061	1,118,750	1,233,604	1,354,244	1,497,223	1,616,135	1,629,371	4,645,899	6,096,972
% of revenue	15.0%	15.0%	14.8%	16.5%	19.3%	20.5%	18.6%	14.8%	18.7%
Depreciation and amortization	3,723	3,039	2,066	2,694	2,896	4,260	4,988	12,574	14,838
Stock-based compensation	170,790	435,949	179,345	221,589	171,110	300,539	399,234	929,138	1,092,472
Foreign currency translation loss (gain)	(24,249)	(17,469)	6,648	(890)	11,243	11,982	29,394	(30,856)	51,729
Total operating expenses	2,432,660	2,652,587	2,652,571	2,831,228	3,026,883	3,319,509	3,578,442	10,251,242	12,756,061
% of revenue	31.4%	35.6%	31.8%	34.5%	39.1%	42.2%	40.9%	32.6%	39.1%
Other income (expenses) and income taxes	(2,270)	399	(322)	136	(5,494)	264	(585)	2,138	(5,679)
Income (loss) from continuing operations	14,645	(260,606)	49,747	(88,876)	(372,002)	(481,585)	(340,529)	(196,772)	(1,282,993)
% of revenue	0.2%	-3.5%	0.6%	-1.1%	-4.8%	-6.1%	-3.9%	-0.6%	-3.9%
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)	\$ (340,529)	\$ (196,772)	\$ (1,282,993)
% of revenue	0.2%	-3.5%	0.6%	-1.1%	-4.8%	-6.1%	-3.9%	-0.6%	-3.9%
<b>Adjusted EBITDA Reconciliation</b>									
Net income (loss)	\$ 14,645	\$ (260,606)	\$ 49,747	\$ (88,876)	\$ (372,002)	\$ (481,585)	\$ (340,529)	\$ (196,772)	\$ (1,282,993)
Depreciation and amortization	3,723	3,039	2,066	2,694	2,896	4,260	4,988	12,574	14,838
Stock-based compensation	170,790	435,949	179,345	221,589	171,110	300,539	399,234	929,138	1,092,472
Foreign currency translation	(24,249)	(17,469)	6,648	(890)	11,243	11,982	29,394	(30,856)	51,729
Other income (expenses) and income taxes	2,270	(399)	322	(136)	5,494	(264)	585	(2,138)	5,679
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)	\$ 93,672	\$ 711,946	\$ (118,275)
% of revenue	2.2%	2.2%	2.9%	1.6%	-2.3%	-2.1%	1.1%	2.3%	-0.4%

<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.