



Includes Non-GAAP Financial Data

	FY2021				FY2022				Trailing Twelve Months	
	Q1	Q2	Q3	Q4	FY2022	FY2022	FY2022	FY2022	TTM	TTM
	9/30/2020	12/31/2020	3/31/2021	6/30/2021	9/30/2021	12/31/2021	3/31/2022	6/30/2022	6/30/2021	6/30/2022
<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	\$ 1,886,845	\$ 5,135,565	\$ 6,787,772
% y/y	33.3%	28.5%	32.1%	34.0%	32.2%	31.5%	32.9%	32.0%	32.0%	32.2%
% q/q	7.0%	6.9%	10.1%	6.3%	5.6%	6.3%	11.3%	5.6%	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	\$ 1,646,631	\$ 4,223,595	\$ 5,851,183
% of revenue	82.1%	82.2%	82.6%	82.0%	83.7%	85.6%	87.7%	87.3%	82.2%	86.2%
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	\$ 7,922,188	\$ 5,880,179	\$ 7,922,188
% y/y	35.5%	35.1%	33.9%	32.3%	32.5%	36.4%	32.3%	34.7%	32.3%	34.7%
% q/q	6.6%	5.9%	10.6%	5.9%	6.8%	9.0%	7.3%	7.8%	n/a	n/a
Deployments	432	461	512	553	590	646	680	733	553	733
% y/y	35.0%	36.4%	36.9%	37.9%	36.6%	40.1%	32.8%	32.5%	37.9%	32.5%
% q/q	7.7%	6.7%	11.1%	8.0%	6.7%	9.5%	5.3%	7.8%	n/a	n/a
ASP (Average sales price)	\$ 10,975	\$ 10,892	\$ 10,849	\$ 10,633	\$ 10,649	\$ 10,602	\$ 10,807	\$ 10,808	\$ 10,633	\$ 10,808
<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	\$ 6,675,164	\$ 26,620,780	\$ 26,146,380
% y/y	-2.0%	-5.3%	-0.5%	-0.4%	-5.7%	0.6%	-0.4%	-1.7%	-2.0%	-1.8%
Gross margin	\$ 1,511,840	\$ 1,388,050	\$ 1,592,153	\$ 1,570,376	\$ 1,396,157	\$ 1,464,499	\$ 1,671,324	\$ 1,636,511	\$ 6,062,419	\$ 6,168,491
% of revenue	22.9%	22.3%	22.8%	23.1%	22.4%	23.4%	24.0%	24.5%	22.8%	23.6%
Corporate customers	805	809	841	845	853	867	904	920	825	886
% y/y	-5.6%	-5.5%	-0.5%	4.6%	6.0%	7.2%	7.5%	8.9%	-1.8%	7.4%
Academic customers	285	300	267	287	300	312	289	293	285	299
% y/y	1.4%	6.0%	-1.1%	2.9%	5.3%	4.0%	8.2%	2.1%	2.3%	4.8%
Total customers <sup>2</sup>	1,090	1,109	1,108	1,132	1,153	1,179	1,193	1,213	1,110	1,185
% y/y	-3.9%	-2.6%	-0.6%	4.1%	5.8%	6.3%	7.7%	7.2%	-0.8%	6.7%
<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	\$ 8,562,009	\$ 31,756,345	\$ 32,934,152
% y/y	2.0%	-1.1%	3.6%	4.2%	-0.1%	5.7%	5.0%	4.2%	2.2%	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	3,283,142	10,286,014	12,019,674
% of revenue	31.6%	32.1%	32.4%	33.4%	34.4%	36.0%	37.0%	38.3%	32.4%	36.5%
Sales and marketing	498,374	487,571	566,713	521,220	522,951	518,357	543,496	691,368	2,073,878	2,276,172
% of revenue	6.4%	6.5%	6.8%	6.3%	6.8%	6.6%	6.2%	8.1%	6.5%	6.9%
Technology and product development	622,961	624,747	664,195	732,371	821,460	868,236	971,959	1,049,430	2,644,274	3,711,085
% of revenue	8.0%	8.4%	8.0%	8.9%	10.6%	11.0%	11.1%	12.3%	8.3%	11.3%
General and administrative	1,161,061	1,118,750	1,233,604	1,354,244	1,497,223	1,616,135	1,629,371	1,663,671	4,867,659	6,406,400
% of revenue	15.0%	15.0%	14.8%	16.5%	19.3%	20.5%	18.6%	19.4%	15.3%	19.5%
Depreciation and amortization	3,723	3,039	2,066	2,694	2,896	4,260	4,988	5,507	11,522	17,651
Stock-based compensation	170,790	435,949	179,345	221,589	171,110	300,539	399,234	225,501	929,138	1,096,384
Foreign currency translation loss (gain)	(24,249)	(17,469)	6,648	(890)	11,243	11,982	29,394	91,279	(35,960)	143,898
Total operating expenses	2,432,660	2,652,587	2,652,571	2,831,228	3,026,883	3,319,509	3,578,442	3,726,756	10,490,511	13,651,590
% of revenue	31.4%	35.6%	31.8%	34.5%	39.1%	42.2%	40.9%	43.5%	33.0%	41.5%
Other income (expenses) and income taxes	(2,270)	399	(322)	136	(5,494)	264	(585)	5,347	(2,057)	(468)
Income (loss) from continuing operations	14,645	(260,606)	49,747	(88,876)	(372,002)	(481,585)	(340,529)	(438,267)	(206,554)	(1,632,384)
% of revenue	0.2%	-3.5%	0.6%	-1.1%	-4.8%	-6.1%	-3.9%	-5.1%	-0.7%	-5.0%
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)	\$ (438,267)	\$ (206,554)	\$ (1,632,384)
% of revenue	0.2%	-3.5%	0.6%	-1.1%	-4.8%	-6.1%	-3.9%	-5.1%	-0.7%	-5.0%
<b>Adjusted EBITDA Reconciliation</b>										
Net income (loss)	\$ 14,645	\$ (260,606)	\$ 49,747	\$ (88,876)	\$ (372,002)	\$ (481,585)	\$ (340,529)	\$ (438,267)	\$ (206,554)	\$ (1,632,384)
Depreciation and amortization	3,723	3,039	2,066	2,694	2,896	4,260	4,988	5,507	11,522	17,651
Stock-based compensation	170,790	435,949	179,345	221,589	171,110	300,539	399,234	225,501	929,138	1,096,384
Foreign currency translation	(24,249)	(17,469)	6,648	(890)	11,243	11,982	29,394	91,279	(35,960)	143,898
Other income (expenses) and income taxes	2,270	(399)	322	(136)	5,494	(264)	585	(5,347)	2,057	468
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	\$ (121,327)	\$ 700,203	\$ (373,983)
% of revenue	2.2%	2.2%	2.9%	1.6%	-2.3%	-2.1%	1.1%	-1.4%	2.2%	-1.1%

<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.