



	FY2022				FY2023		Trailing Twelve Months	
	Q1	Q2	Q3	Q4	Q1	TTM	TTM	
	9/30/2021	12/31/2021	3/31/2022	6/30/2022	9/30/2022	9/30/2021	9/30/2022	
Platforms								
Revenue	\$ 1,509,874	\$ 1,604,829	\$ 1,786,224	\$ 1,886,845	\$ 2,019,967	\$ 5,503,751	\$ 7,297,865	
% y/y	32.2%	31.5%	32.9%	32.0%	33.8%	31.8%	32.6%	
% q/q	5.6%	6.3%	11.3%	5.6%	7.1%	n/a	n/a	
Gross margin	\$ 1,264,218	\$ 1,373,161	\$ 1,567,173	\$ 1,646,631	\$ 1,789,494	\$ 4,550,077	\$ 6,376,460	
% of revenue	83.7%	85.6%	87.7%	87.3%	88.6%	82.7%	87.4%	
ARR (Annual recurring revenue) ¹	\$ 6,282,927	\$ 6,848,613	\$ 7,348,847	\$ 7,922,188	\$ 8,331,770	\$ 6,282,927	\$ 8,331,770	
% y/y	32.5%	36.4%	32.3%	34.7%	32.6%	32.5%	32.6%	
% q/q	6.8%	9.0%	7.3%	7.8%	5.2%	n/a	n/a	
Deployments	590	646	680	733	756	590	756	
% y/y	36.6%	40.1%	32.8%	32.5%	28.1%	36.6%	28.1%	
% q/q	6.7%	9.5%	5.3%	7.8%	3.1%	n/a	n/a	
ASP (Average sales price)	\$ 10,649	\$ 10,602	\$ 10,807	\$ 10,808	\$ 11,021	\$ 10,649	\$ 11,021	
Transactions								
Revenue	\$ 6,232,630	\$ 6,267,458	\$ 6,971,128	\$ 6,675,164	\$ 6,664,676	\$ 26,246,673	\$ 26,578,426	
% y/y	-5.7%	0.6%	-0.4%	-1.7%	6.9%	-2.9%	1.3%	
Gross margin	\$ 1,396,157	\$ 1,464,499	\$ 1,671,324	\$ 1,636,511	\$ 1,559,754	\$ 5,946,736	\$ 6,332,088	
% of revenue	22.4%	23.4%	24.0%	24.5%	23.4%	22.7%	23.8%	
Corporate customers	853	867	904	920	922	837	903	
% y/y	6.0%	7.2%	7.5%	8.9%	8.1%	1.0%	7.9%	
Academic customers	300	312	289	293	298	289	298	
% y/y	5.3%	4.0%	8.2%	2.1%	-0.7%	3.3%	3.3%	
Total customers ²	1,153	1,179	1,193	1,213	1,220	1,126	1,201	
% y/y	5.8%	6.3%	7.7%	7.2%	5.8%	1.6%	6.7%	
Company Total								
Revenue	\$ 7,742,504	\$ 7,872,287	\$ 8,757,352	\$ 8,562,009	\$ 8,684,643	\$ 31,750,424	\$ 33,876,291	
% y/y	-0.1%	5.7%	5.0%	4.2%	12.2%	1.7%	6.7%	
Gross margin	2,660,375	2,837,660	3,238,497	3,283,142	3,349,248	10,496,813	12,708,548	
% of revenue	34.4%	36.0%	37.0%	38.3%	38.6%	33.1%	37.5%	
Sales and marketing	522,951	518,357	543,496	691,368	521,216	2,098,455	2,274,437	
% of revenue	6.8%	6.6%	6.2%	8.1%	6.0%	6.6%	6.7%	
Technology and product development	821,460	868,236	971,959	1,049,430	875,290	2,842,773	3,764,915	
% of revenue	10.6%	11.0%	11.1%	12.3%	10.1%	9.0%	11.1%	
General and administrative	1,497,223	1,616,135	1,629,371	1,663,671	1,519,424	5,203,821	6,428,601	
% of revenue	19.3%	20.5%	18.6%	19.4%	17.5%	16.4%	19.0%	
Depreciation and amortization	2,896	4,260	4,988	5,507	5,812	10,695	20,567	
Stock-based compensation	171,110	300,539	399,234	225,501	175,361	1,007,993	1,100,635	
Foreign currency translation loss (gain)	11,243	11,982	29,394	91,279	72,516	(468)	205,171	
Total operating expenses	3,026,883	3,319,509	3,578,442	3,726,756	3,169,619	11,163,269	13,794,326	
% of revenue	39.1%	42.2%	40.9%	43.5%	36.5%	35.2%	40.7%	
Other income (expenses) and income taxes	(5,494)	264	(585)	5,347	34,936	(5,281)	39,962	
Income (loss) from continuing operations	(372,002)	(481,585)	(340,529)	(438,267)	214,565	(671,737)	(1,045,816)	
% of revenue	-4.8%	-6.1%	-3.9%	-5.1%	2.5%	-2.1%	-3.1%	
Income from discontinued operations	-	-	-	-	-	-	-	
Gain on sale of discontinued operations	-	-	-	-	-	-	-	
Net income (loss)	\$ (372,002)	\$ (481,585)	\$ (340,529)	\$ (438,267)	\$ 214,565	\$ (671,737)	\$ (1,045,816)	
% of revenue	-4.8%	-6.1%	-3.9%	-5.1%	2.5%	-2.1%	-3.1%	
Adjusted EBITDA Reconciliation								
Net income (loss)	\$ (372,002)	\$ (481,585)	\$ (340,529)	\$ (438,267)	\$ 214,565	\$ (671,737)	\$ (1,045,816)	
Depreciation and amortization	2,896	4,260	4,988	5,507	5,812	10,695	20,567	
Stock-based compensation	171,110	300,539	399,234	225,501	175,361	1,007,993	1,100,635	
Foreign currency translation	11,243	11,982	29,394	91,279	72,516	(468)	205,171	
Other income (expenses) and income taxes	5,494	(264)	585	(5,347)	(34,936)	5,281	(39,962)	
Income from discontinued operations	-	-	-	-	-	-	-	
Gain on sale of discontinued operations	-	-	-	-	-	-	-	
Adjusted EBITDA ³	\$ (181,259)	\$ (165,068)	\$ 93,672	\$ (121,327)	\$ 433,318	\$ 351,764	\$ 240,595	
% of revenue	-2.3%	-2.1%	1.1%	-1.4%	5.0%	1.1%	0.7%	

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.