



	FY2023				FY2024	Trailing Twelve Months	
	Q1 9/30/2022	Q2 12/31/2022	Q3 3/31/2023	Q4 6/30/2023	Q1 9/30/2023	TTM 9/30/2022	TTM 9/30/2023
Platforms							
Revenue	\$ 2,019,967	\$ 2,110,272	\$ 2,249,632	\$ 2,303,375	\$ 2,600,192	\$ 7,297,865	\$ 9,263,471
% y/y	33.8%	31.5%	25.9%	22.1%	28.7%	32.6%	26.9%
% q/q	7.1%	-61.7%	6.6%	2.4%	12.9%	n/a	n/a
Gross margin	\$ 1,789,494	\$ 1,857,199	\$ 1,981,002	\$ 2,028,265	\$ 2,217,577	\$ 6,376,460	\$ 8,084,043
% of revenue	88.6%	88.0%	88.1%	88.1%	85.3%	87.4%	87.3%
ARR (Annual recurring revenue) ¹	\$ 8,331,770	\$ 8,776,977	\$ 9,107,681	\$ 9,444,130	\$ 11,020,241	\$ 8,331,770	\$ 11,020,241
% y/y	32.6%	28.2%	23.9%	19.2%	32.3%	32.6%	32.3%
% q/q	5.2%	5.3%	3.8%	3.7%	16.7%	n/a	n/a
Deployments	756	790	815	835	880	756	880
% y/y	28.1%	22.3%	19.9%	13.9%	16.4%	28.1%	16.4%
% q/q	3.1%	4.5%	3.2%	2.5%	5.4%	n/a	n/a
ASP (Average sales price)	\$ 11,021	\$ 11,110	\$ 11,175	\$ 11,310	\$ 12,523	\$ 11,021	\$ 12,523
Transactions							
Revenue	\$ 6,664,676	\$ 6,606,394	\$ 8,092,794	\$ 7,656,342	\$ 7,460,779	\$ 26,578,426	\$ 29,816,309
% y/y	6.9%	5.4%	16.1%	14.7%	11.9%	1.3%	12.2%
Gross margin	\$ 1,559,754	\$ 1,546,628	\$ 2,046,271	\$ 1,892,278	\$ 1,813,988	\$ 6,332,088	\$ 7,299,165
% of revenue	23.4%	23.4%	25.3%	24.7%	24.3%	23.8%	24.5%
Corporate customers	922	921	1,116	1,090	1,090	903	1,054
% y/y	8.1%	6.2%	23.5%	18.5%	18.2%	7.9%	16.7%
Academic customers	298	302	301	314	305	298	306
% y/y	-0.7%	-3.2%	4.2%	7.2%	2.3%	3.3%	2.5%
Total customers ²	1,220	1,223	1,417	1,404	1,395	1,201	1,360
% y/y	5.8%	3.7%	18.8%	15.7%	14.3%	6.7%	13.2%
Company Total							
Revenue	\$ 8,684,643	\$ 8,716,666	\$ 10,342,426	\$ 9,959,717	\$ 10,060,971	\$ 33,876,291	\$ 39,079,780
% y/y	12.2%	10.7%	18.1%	16.3%	15.8%	6.7%	15.4%
Gross margin	3,349,248	3,403,827	4,027,273	3,920,543	4,031,565	12,708,548	15,383,208
% of revenue	38.6%	39.0%	38.9%	39.4%	40.1%	37.5%	39.4%
Sales and marketing	521,216	666,608	642,624	455,030	685,016	\$ 2,274,437	\$ 2,449,278
% of revenue	6.0%	7.6%	6.2%	4.6%	6.8%	6.7%	6.3%
Technology and product development	875,290	922,132	953,677	991,093	1,244,579	\$ 3,764,915	\$ 4,111,481
% of revenue	10.1%	10.6%	9.2%	10.0%	12.4%	11.1%	10.5%
General and administrative	1,519,424	1,613,664	1,871,591	1,649,333	2,542,869	\$ 6,428,601	\$ 7,677,456
% of revenue	17.5%	18.5%	18.1%	16.6%	25.3%	19.0%	19.6%
Depreciation and amortization	5,812	6,342	18,332	22,163	59,620	\$ 20,567	\$ 106,457
Stock-based compensation	175,361	608,703	480,458	585,384	591,814	1,100,635	2,266,359
Foreign currency translation loss (gain)	72,516	(84,179)	(72,547)	(37,743)	6,620	205,171	(187,849)
Total operating expenses	3,169,619	3,733,270	3,894,135	3,665,260	5,130,518	13,794,326	16,423,182
% of revenue	36.5%	42.8%	37.7%	36.8%	51.0%	40.7%	42.0%
Other income (expenses) and income taxes	34,936	73,913	103,703	120,463	110,909	39,962	408,988
Income (loss) from continuing operations	214,565	(255,530)	236,842	375,746	(988,043)	(1,045,816)	(630,986)
% of revenue	2.5%	-2.9%	2.3%	3.8%	-9.8%	-3.1%	-1.6%
Income from discontinued operations	-	-	-	-	-	-	-
Gain on sale of discontinued operations	-	-	-	-	-	-	-
Net income (loss)	\$ 214,565	\$ (255,530)	\$ 236,842	\$ 375,746	\$ (988,043)	\$ (1,045,816)	\$ (630,986)
% of revenue	2.5%	-2.9%	2.3%	3.8%	-9.8%	-3.1%	-1.6%
Adjusted EBITDA Reconciliation							
Net income (loss)	\$ 214,565	\$ (255,530)	\$ 236,842	\$ 375,746	\$ (988,043)	\$ (1,045,816)	\$ (630,986)
Depreciation and amortization	5,812	6,342	18,332	22,163	59,620	20,567	106,457
Stock-based compensation	175,361	608,703	480,458	585,384	591,814	1,100,635	2,266,359
Foreign currency translation	72,516	(84,179)	(72,547)	(37,743)	6,620	205,171	(187,849)
Other income (expenses) and income taxes	(34,936)	(73,913)	(103,703)	(120,463)	(110,909)	(39,962)	(408,988)
Income from discontinued operations	-	-	-	-	-	-	-
Gain on sale of discontinued operations	-	-	-	-	-	-	-
Adjusted EBITDA ³	\$ 433,318	\$ 201,423	\$ 559,382	\$ 825,087	\$ (440,898)	\$ 240,595	\$ 1,144,993
% of revenue	5.0%	2.3%	5.4%	8.3%	-4.4%	0.7%	2.9%

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.