



	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	Q2 12/31/2023	TTM 12/31/2022	TTM 12/31/2023
Platforms								
Revenue	\$ 2,019,967	\$ 2,110,272	\$ 2,249,632	\$ 2,303,375	\$ 2,600,192	\$ 3,125,584	\$ 7,803,308	\$ 10,278,783
% y/y	33.8%	31.5%	25.9%	22.1%	28.7%	48.1%	32.5%	31.7%
% q/q	7.1%	4.5%	6.6%	2.4%	12.9%	20.2%	n/a	n/a
Gross margin	\$ 1,789,494	\$ 1,857,199	\$ 1,981,002	\$ 2,028,265	\$ 2,217,577	\$ 2,639,399	\$ 6,860,497	\$ 8,866,244
% of revenue	88.6%	88.0%	88.1%	88.1%	85.3%	84.4%	87.9%	86.3%
B2B ARR (Annual recurring revenue) ¹	\$ 8,331,770	\$ 8,776,977	\$ 9,107,681	\$ 9,444,130	\$ 11,020,241	\$ 11,614,748	\$ 8,776,977	\$ 11,614,748
% y/y	32.6%	28.2%	23.9%	19.2%	32.3%	32.3%	28.2%	32.3%
% q/q	5.2%	5.3%	3.8%	3.7%	16.7%	5.4%	n/a	n/a
Deployments	756	790	815	835	880	942	790	942
% y/y	28.1%	22.3%	19.9%	13.9%	16.4%	19.2%	22.3%	19.2%
% q/q	3.1%	4.5%	3.2%	2.5%	5.4%	7.0%	n/a	n/a
ASP (Average sales price)	\$ 11,021	\$ 11,110	\$ 11,175	\$ 11,310	\$ 12,523	\$ 12,330	\$ 11,110	\$ 12,330
B2C ARR (Annual recurring revenue) ¹	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,954,090	\$ -	\$ 3,954,090
% y/y					n/a	n/a	n/a	n/a
% q/q					n/a	n/a	n/a	n/a
Total ARR (Annual recurring revenue) ¹	\$ 8,331,770	\$ 8,776,977	\$ 9,107,681	\$ 9,444,130	\$ 11,020,241	\$ 15,568,838	\$ 8,776,977	\$ 15,568,838
% y/y	32.6%	28.2%	23.9%	19.2%	32.3%	77.4%	28.2%	77.4%
% q/q	5.2%	5.3%	3.8%	3.7%	16.7%	41.3%	n/a	n/a
Transactions								
Revenue	\$ 6,664,676	\$ 6,606,394	\$ 8,092,794	\$ 7,656,342	\$ 7,460,779	\$ 7,188,158	\$ 26,917,362	\$ 30,398,073
% y/y	6.9%	5.4%	16.1%	14.7%	11.9%	8.8%	2.4%	12.9%
Gross margin	\$ 1,559,754	\$ 1,546,628	\$ 2,046,271	\$ 1,892,278	\$ 1,813,988	\$ 1,844,403	\$ 6,414,217	\$ 7,596,940
% of revenue	23.4%	23.4%	25.3%	24.7%	24.3%	25.7%	23.8%	25.0%
Corporate customers	922	921	1,116	1,090	1,090	1,065	917	1,090
% y/y	8.1%	6.2%	23.5%	18.5%	18.2%	15.6%	7.7%	18.9%
Academic customers	298	302	301	314	305	333	296	313
% y/y	-0.7%	-3.2%	4.2%	7.2%	2.3%	10.3%	1.6%	5.8%
Total customers ²	1,220	1,223	1,417	1,404	1,395	1,398	1,212	1,404
% y/y	5.8%	3.7%	18.8%	15.7%	14.3%	14.3%	6.1%	15.8%
Company Total								
Revenue	\$ 8,684,643	\$ 8,716,666	\$ 10,342,426	\$ 9,959,717	\$ 10,060,971	\$ 10,313,742	\$ 34,720,670	\$ 40,676,856
% y/y	12.2%	10.7%	18.1%	16.3%	15.8%	18.3%	7.9%	17.2%
Gross margin	3,349,248	3,403,827	4,027,273	3,920,543	4,031,565	4,483,802	13,274,714	16,463,184
% of revenue	38.6%	39.0%	38.9%	39.4%	40.1%	43.5%	38.2%	40.5%
Sales and marketing	521,216	666,608	642,624	455,030	685,016	804,927	\$ 2,422,688	\$ 2,587,597
% of revenue	6.0%	7.6%	6.2%	4.6%	6.8%	7.8%	7.0%	6.4%
Technology and product development	875,290	922,132	953,677	991,093	1,244,579	1,336,558	\$ 3,818,811	\$ 4,525,907
% of revenue	10.1%	10.6%	9.2%	10.0%	12.4%	13.0%	11.0%	11.1%
General and administrative	1,519,424	1,613,664	1,871,591	1,649,333	2,542,869	2,023,848	\$ 6,426,130	\$ 8,087,641
% of revenue	17.5%	18.5%	18.1%	16.6%	25.3%	19.6%	18.5%	19.9%
Depreciation and amortization	5,812	6,342	18,332	22,163	59,620	155,749	\$ 22,649	\$ 255,864
Stock-based compensation	175,361	608,703	480,458	585,384	591,814	596,455	1,408,799	2,254,111
Foreign currency translation loss (gain)	72,516	(84,179)	(72,547)	(37,743)	6,620	(13,738)	109,010	(117,408)
Total operating expenses	3,169,619	3,733,270	3,894,135	3,665,260	5,130,518	4,903,799	14,208,087	17,593,712
% of revenue	36.5%	42.8%	37.7%	36.8%	51.0%	47.5%	40.9%	43.3%
Other income (expenses) and income taxes	34,936	73,913	103,703	120,463	110,909	366,369	113,611	701,444
Income (loss) from continuing operations	214,565	(255,530)	236,842	375,746	(988,043)	(53,628)	(819,761)	(429,084)
% of revenue	2.5%	-2.9%	2.3%	3.8%	-9.8%	-0.5%	-2.4%	-1.1%
Income from discontinued operations	-	-	-	-	-	-	-	-
Gain on sale of discontinued operations	-	-	-	-	-	-	-	-
Net income (loss)	\$ 214,565	\$ (255,530)	\$ 236,842	\$ 375,746	\$ (988,043)	\$ (53,628)	\$ (819,761)	\$ (429,084)
% of revenue	2.5%	-2.9%	2.3%	3.8%	-9.8%	-0.5%	-2.4%	-1.1%
Adjusted EBITDA Reconciliation								
Net income (loss)	\$ 214,565	\$ (255,530)	\$ 236,842	\$ 375,746	\$ (988,043)	\$ (53,628)	\$ (819,761)	\$ (429,084)
Depreciation and amortization	5,812	6,342	18,332	22,163	59,620	155,749	22,649	255,864
Stock-based compensation	175,361	608,703	480,458	585,384	591,814	596,455	1,408,799	2,254,111
Foreign currency translation	72,516	(84,179)	(72,547)	(37,743)	6,620	(13,738)	109,010	(117,408)
Other income (expenses) and income taxes	(34,936)	(73,913)	(103,703)	(120,463)	(110,909)	(366,369)	(113,611)	(701,444)
Income from discontinued operations	-	-	-	-	-	-	-	-
Gain on sale of discontinued operations	-	-	-	-	-	-	-	-
Adjusted EBITDA ³	\$ 433,318	\$ 201,423	\$ 559,382	\$ 825,087	\$ (440,898)	\$ 318,469	\$ 607,086	\$ 1,262,039
% of revenue	5.0%	2.3%	5.4%	8.3%	-4.4%	3.1%	1.7%	3.1%

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

For B2C, this includes the annualized value of monthly subscriptions, meaning their monthly value multiplied by twelve.

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 translation 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.