

	Q1-20	Q2-20	Q3-20	Q4-20	Q1-21	Q2-21	Q3-21	Q4-21	Q1-22	Q2-22	Q3-22
Total Revenue	18,047,630	20,192,232	21,613,342	24,924,688	26,761,604	30,433,629	3,287,911	3,521,501	3,789,123	4,028,451	4,089,015
\$ Based Net Revenue Retention	101.02%	103.44%	106.18%	110.59%	120.20%	118.06%	115.12%	116.83%	117.68%	118.43%	115.12%
# of Customers (based on Last Month Revenue)	1463	1495	1501	1759	1898	2002	2010	2025	2020	2038	2067
Churned Customers	83	85	90	70	88	73	75	80	78	85	90
Large Customers \$ threshold	100,000										
\$ Based Net Revenue Retention (Large Customers)	121.0%	121.4%	135.3%	130.0%	120.4%	132.1%	125.0%	130.5%	128.1%	135.1%	135.8%
# of Large Customers in Cohort	100	120	126	131	140	162	165	171	172	173	178
# of Large Customers, as of end of Period	141	162	172	189	220	258	260	265	271	268	272
Total Revenue for above \$100,000 customers	9,572,739	12,692,705	12,990,872	14,091,628	15,379,042	18,893,738	20,202,344	21,344,572	21,712,307	22,576,098	23,858,010
Customers Below \$100,000 ARR											
\$ Based Net Revenue Retention (<\$100,000)	90.0%	93.4%	94.4%	107.3%	110.4%	109.3%	111.2%	108.1%	112.2%	113.6%	115.1%
Customers Below \$45,000 ARR											
\$ Based Net Revenue Retention (<\$45,000)	90%	84%	92%	97%	96%	102%	103%	105%	104%	109%	111%

Revenue Based ARR Metrics

Stamped UPA Name: (All) Segment: Null Region: Null >100K customer: (Multiple values)

