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Can you analyze the YoY change in operating expenses and their main drivers from FY 2022 to FY 2023?

Can you analyze the YoY change in net income and its main drivers from FY 2022 to FY 2023?

What was the change in cash flow from operations from Q3 2023 to Q4 2023?

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What was the company's Gross Margin in Q1 2023 compared to Q1 2022?

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What were the significant changes in Gross Margin between FY 2022 and FY 2023?

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What was the change in OPEX from Q3 2023 to Q4 2023?

What were the significant changes in the balance sheet from Q2 2023 to Q3 2023?

What was the company's EBITDA Margin in Q1 2023 compared to Q1 2022?

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What was the company's R&D in Q1 2023 compared to Q1 2022?

What was the company's R&D in March 2023 compared to March 2022?

What was the company's R&D in H1 2023 compared to H1 2022?

How did the company's R&D in February 2023 compare to January 2023?

How did the company's R&D in Q4 2023 compare to Q3 2023?

What were the significant changes in R&D between FY 2022 and FY 2023?

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What was the company's R&D in CY 2022?

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What was the company's TTM (Trailing Twelve Months) R&D as of June 2023?

Can you analyze the YoY change in R&D and their main drivers from FY 2022 to FY 2023?

What was the change in R&D from Q3 2023 to Q4 2023?

What were the significant changes in the balance sheet from Q2 2023 to Q3 2023?

What was the company's S&M CAC in Q1 2023 compared to Q1 2022?

What was the company's S&M CAC in March 2023 compared to March 2022?

What was the company's S&M CAC in H1 2023 compared to H1 2022?

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How did the company's S&M CAC in Q4 2023 compare to Q3 2023?

What were the significant changes in S&M CAC between FY 2022 and FY 2023?

What were the significant changes in S&M CAC and its main drivers from FY 2022 to FY 2023?

How did the company's S&M CAC score compare to the industry benchmark in the last twelve months?

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What was the company's TTM (Trailing Twelve Months) S&M CAC as of June 2023?

Can you analyze the YoY change in S&M CAC and their main drivers from FY 2022 to FY 2023?

What was the change in S&M CAC from Q3 2023 to Q4 2023?

What were the significant changes in the balance sheet from Q2 2023 to Q3 2023?

What was the company's S&M non\_CAC in Q1 2023 compared to Q1 2022?

What was the company's S&M non\_CAC in March 2023 compared to March 2022?

What was the company's S&M non\_CAC in H1 2023 compared to H1 2022?

How did the company's S&M non\_CAC in February 2023 compare to January 2023?

How did the company's S&M non\_CAC in Q4 2023 compare to Q3 2023?

What were the significant changes in S&M non\_CAC between FY 2022 and FY 2023?

What were the significant changes in S&M non\_CAC and its main drivers from FY 2022 to FY 2023?

How did the company's S&M non\_CAC score compare to the industry benchmark in the last twelve months?

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What was the total S&M non\_CAC for the company in FY 2023?

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What was the company's LTM (Last Twelve Months) S&M non\_CAC as of March 2023?

What was the company's TTM (Trailing Twelve Months) S&M non\_CAC as of June 2023?

Can you analyze the YoY change in S&M non\_CAC and their main drivers from FY 2022 to FY 2023?

What was the change in S&M non\_CAC from Q3 2023 to Q4 2023?

What were the significant changes in the balance sheet from Q2 2023 to Q3 2023?

What was the company's G&A in Q1 2023 compared to Q1 2022?

What was the company's G&A in March 2023 compared to March 2022?

What was the company's G&A in H1 2023 compared to H1 2022?

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What were the significant changes in G&A between FY 2022 and FY 2023?

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What was the company's LTM (Last Twelve Months) G&A as of March 2023?

What was the company's TTM (Trailing Twelve Months) G&A as of June 2023?

Can you analyze the YoY change in G&A and their main drivers from FY 2022 to FY 2023?

What was the change in G&A from Q3 2023 to Q4 2023?

What were the significant changes in the P&L from Q2 2023 to Q3 2023?

What was the company's Revenue in Q1 2023 compared to Q1 2022, and how has it changed over the last three years?

How did the company's annual Revenue in FY 2023 compare to FY 2022 and FY 2021?

Can you provide a multi-year history of Revenue growth for the past five years?

What was the Gross Profit margin in Q1 2023 compared to Q1 2022, and is there a trend of improvement?

How does the current Gross Profit margin align with the company's business model (e.g., SaaS, marketplace)?

Is the Gross Profit margin positive in the latest quarter, and how has it evolved over the past year?

What was the EBITDA margin for FY 2023 compared to FY 2022, and is there an indication of healthy growth?

How has the EBITDA margin trended over the past three years, and what does it suggest about the company's profitability?

Is the company's growth in Revenue accompanied by an improvement in EBITDA margin, or is it eating into profits?

How have the company's operating expenses (OPEX) changed from Q1 2023 to Q1 2022, and what impact has this had on profitability?

What are the primary drivers behind the change in OPEX over the past year, and how do they align with the company's strategic initiatives?

How has the company's OPEX as a percentage of Revenue evolved over the past three years?

What has been the trend in the company's operating cash flow over the past five years, and how does it correlate with Revenue growth?

Can you analyze the changes in free cash flow from FY 2022 to FY 2023 and identify any significant contributing factors?

How does the company's cash flow from operations compare to its capital expenditures over the last three years?

What is the current Debt-to-Equity ratio, and how has it changed over the past three years?

How has the company's interest coverage ratio evolved from FY 2022 to FY 2023, and what does this indicate about its ability to service debt?

Can you provide an analysis of the company's debt structure, including the mix of short-term vs. long-term debt and any recent changes?

What are the current liquidity ratios (current ratio, quick ratio), and how have they changed over the past year?

How does the company's liquidity compare to industry benchmarks, and what trends are evident over the past three years?

What impact have recent changes in working capital had on the company's liquidity position?

How has the company's market share evolved over the past three years, and what are the key drivers of any changes?

What are the company's competitive strengths and weaknesses based on recent financial performance?

How does the company's Revenue growth rate compare to industry peers over the past five years?

What are the key financial risks facing the company, and how have they evolved over the past year?

Can you perform a sensitivity analysis to show how changes in key variables (e.g., interest rates, market conditions) impact the company's financial health?

How has the company's risk profile changed with recent shifts in its financial metrics?

What was the company's Gross Margin in Q1 2023 compared to Q1 2022?

How has the Gross Margin trended over the past five years, and what does this indicate about cost control and pricing power?

What was the GMV in Q1 2023 compared to Q1 2022, and how has it grown over the past three years?

How does the growth in GMV correlate with the company's Revenue and profitability?

How has COGS changed from Q1 2023 to Q1 2022, and what impact has this had on Gross Profit?

What are the key drivers behind the changes in COGS over the past year?

What was the change in R&D expenses from FY 2022 to FY 2023, and how does it align with the company's innovation strategy?

How do R&D expenses as a percentage of Revenue compare to industry benchmarks?

How has the S&M CAC changed from Q1 2023 to Q1 2022, and what does this indicate about customer acquisition efficiency?

What are the trends in S&M CAC over the past three years, and how do they impact overall profitability?

Can you provide a breakdown of the company's profitability for the latest fiscal year?

How has the company's profitability improved or declined over the past five years?

What are the main factors contributing to the company's current level of profitability?

How does the company's profitability compare to its main competitors?

What impact have recent cost-cutting measures had on the company's profitability?

How sustainable is the company's current profitability given its business model?

Are there any notable trends in the company's gross profit margin over the last three years?

How has the company's EBITDA margin evolved in recent quarters?

What are the key drivers behind changes in the company's net profit margin?

Can you provide insights into the company's operating profit margin and how it has changed recently?

What has been the trend in the company's revenue over the past five years?

How does the company's revenue growth compare to industry benchmarks?

What are the primary sources of the company's revenue, and how have they changed recently?

Can you break down the company's revenue by geographic region or product line?

What impact have recent market conditions had on the company's revenue?

How does the company's revenue performance compare to its key competitors?

What are the main factors driving the company's recent revenue growth?

How has the company's revenue been affected by changes in customer demand?

Can you provide a quarterly breakdown of the company's revenue for the last two years?

What strategies is the company employing to drive future revenue growth?

Could you explain the main factors that led to the increase in gross profit margin last quarter?

How has the company's profitability been impacted by the recent rise in raw material costs?

What steps is the company taking to improve its EBITDA margin?

Are there any upcoming expenses that might significantly affect the company's net profit margin?

How does our current profitability ratio compare to the industry average?

What were the key drivers behind the 10% increase in revenue last fiscal year?

How has the revenue from our new product line performed compared to initial projections?

What percentage of total revenue is generated from international markets?

How did the company's revenue perform during the most recent holiday season compared to previous years?

What are the expected revenue impacts of the company's latest marketing campaign?

How has the company's revenue from lemonade stands changed over the past year?

What is the impact of the CEO's favorite color on the company's profitability?

Can you provide a breakdown of the company's expenditures on office plants for the last fiscal year?

How does the company‚Äôs net profit margin correlate with the number of coffee breaks taken by employees?

What are the trends in unicorn sightings around the company headquarters over the past three years?

How has the company's performance in underwater basket weaving affected its overall EBITDA?

Can you analyze the YoY change in the number of paperclips used by the company?

What impact has the introduction of casual Fridays had on the company's revenue growth?

How does the company's quarterly revenue compare to the number of sunny days?

What was the impact of last month's company picnic on the Gross Profit Margin?

How has the company‚Äôs investment in bean bag chairs affected its operating expenses?

What are the main drivers behind the changes in the company's chocolate consumption?

Can you provide a detailed analysis of the company's expenses on holiday decorations?

How does the company's profitability compare to the number of cats adopted by employees?

What is the effect of the office's thermostat settings on the company‚Äôs liquidity ratios?