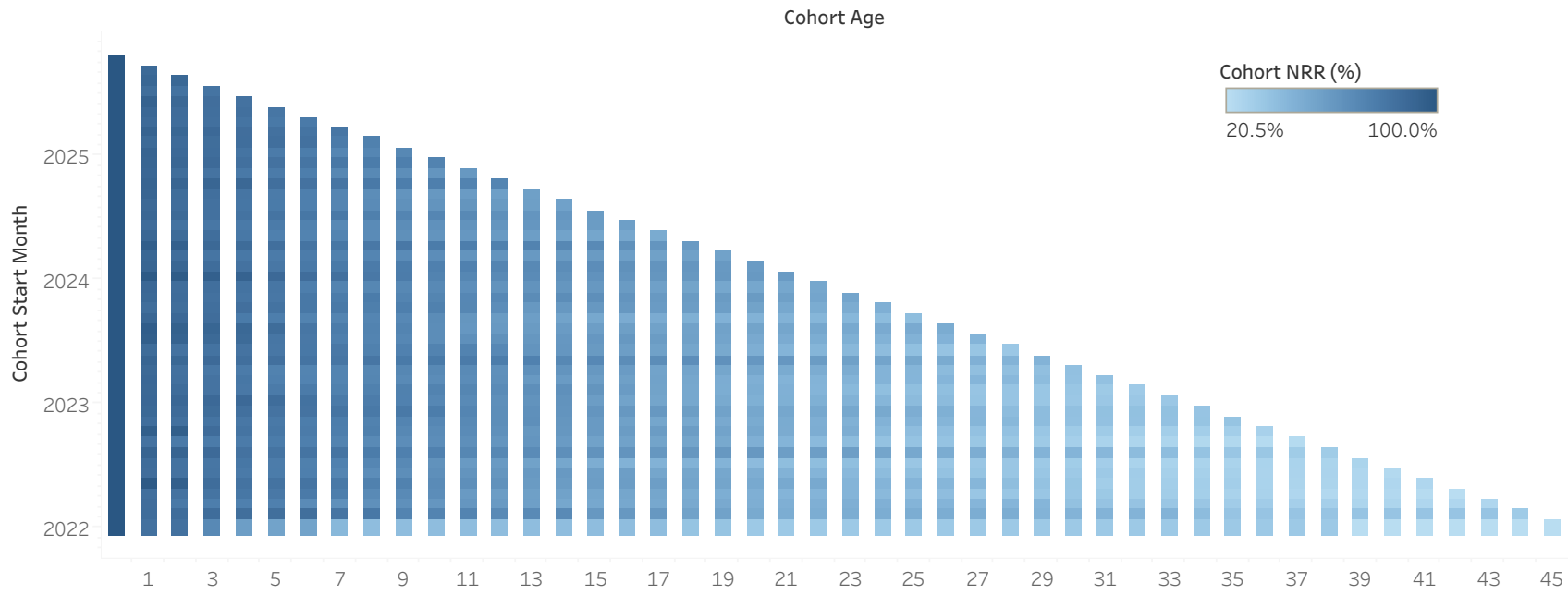


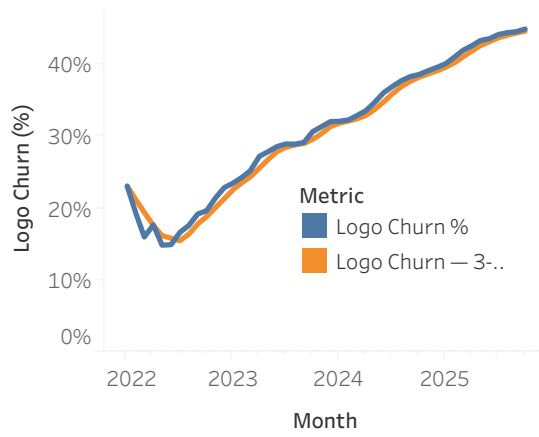
# Cohort Net Revenue Retention (NRR)

Retention of MRR by customer cohort over time (Cohort Age in months)



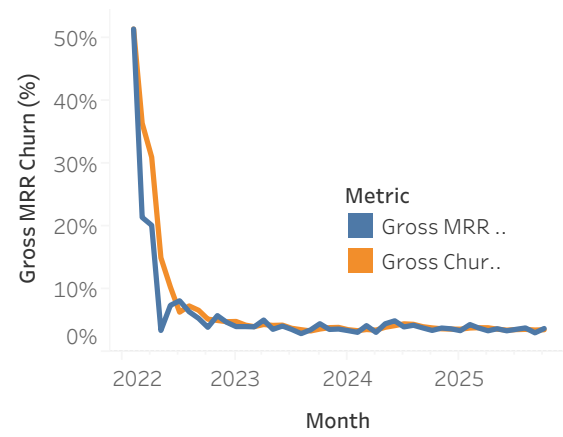
## Logo Churn Rate (%)

Percentage of customers who cancelled each month



## Gross MRR Churn Rate (%)

Percentage of total MRR lost from cancellations (before expansion)



## Net MRR Churn Rate (%)

Net revenue retention expressed as churn: includes expansion and contraction

