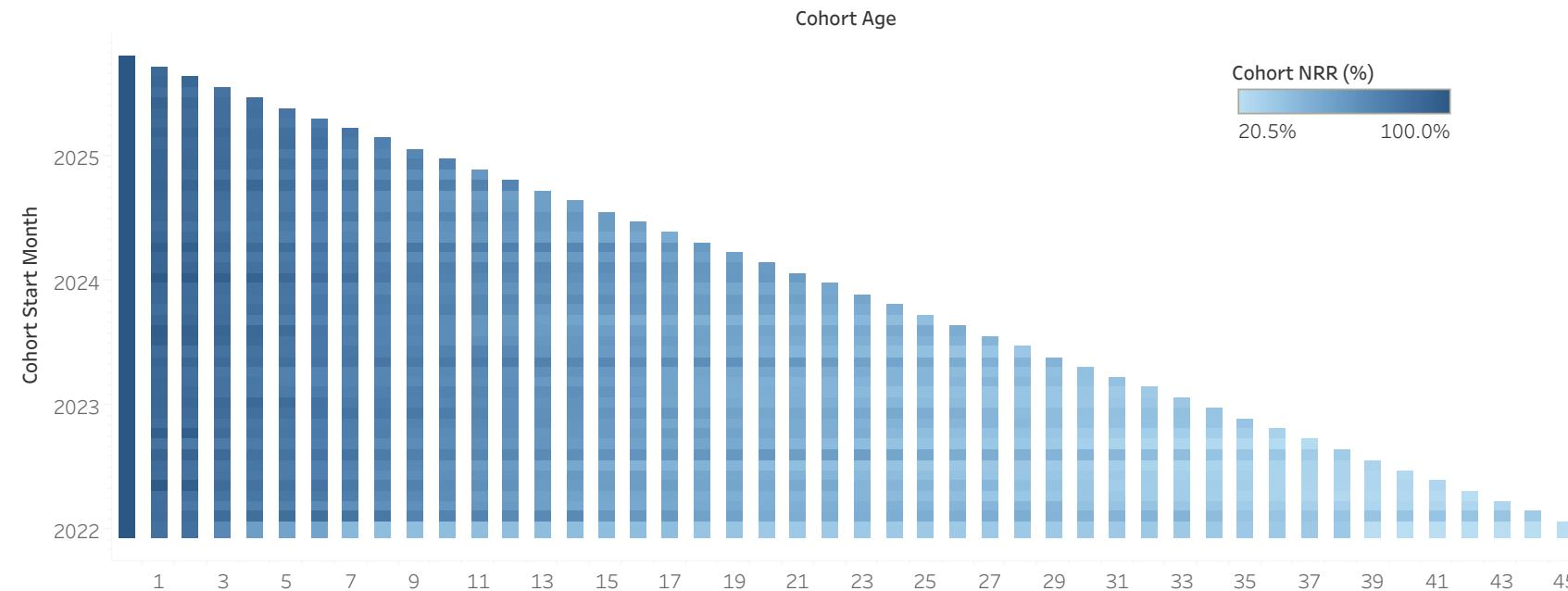


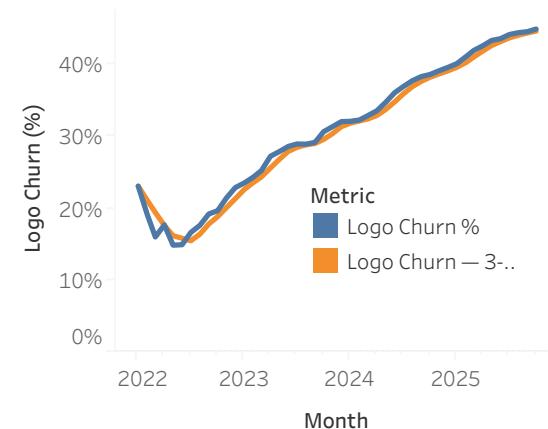
## Cohort Net Revenue Retention (NRR)

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



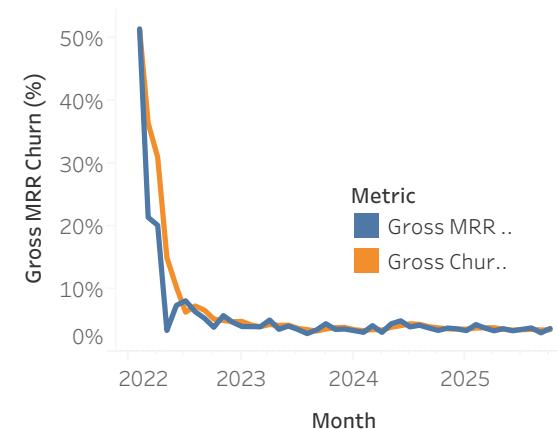
## Logo Churn Rate (%)

*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*

