

Q2 Fiscal Year 2025 Financial Results

Report Date: August 2024

Total Revenue

\$142M

+89% YoY

Product Revenue

\$135M

+89% YoY

Gross Margin

77%

Non-GAAP: 78%

FCF Margin

67%

\$95M FCF

Executive Summary

89% YoY growth as governance becomes critical. Cataloging 12.5B data assets across 28 compliance frameworks.

Business Highlights

- ▶ Revenue grew 89% YoY to \$142M
- ▶ Cataloging 12.5B data assets
- ▶ Supporting 28 compliance frameworks
- ▶ Operating margin: 13% (profitable)

Revenue Growth



2,485 customers

Operating Metrics

Net Revenue Retention 125%

Data Assets 12.5B

Compliance Frameworks 28

Cash & Equivalents \$280M