

# DataFlex Analytics (DFLX)

Report Period: Q2 FY2025

Report Date: August 27, 2024

## Consolidated Statement of Operations

(In millions, except percentages)

Line Item	Q2 FY2025	Q2 FY2024
Product Revenue	\$62	\$50
Professional Services Revenue	\$5	\$4
Total Revenue	\$67	\$54
Cost of Revenue	\$17	\$15
Gross Profit	\$50	\$39
Operating Expenses		
Research and Development	\$22	\$19
Sales and Marketing	\$26.5	\$23
General and Administrative	\$7.2	\$6.5
Operating Income (Loss)	\$-5.7	\$-9.5
Net Income (Loss)	\$-4.2	\$-8.8

## Customer Growth & Retention Metrics

Metric	Q2 FY2025
Total Customers	1847

Metric	Q2 FY2025
Customers with \$1M+ Revenue	248
Customers with \$5M+ Revenue	42
Customers with \$10M+ Revenue	5
Net Revenue Retention	118%
Gross Revenue Retention	94%

## Key Performance Indicators

Metric	Value
Year-over-Year Growth	24%
Gross Margin	75%
Operating Margin (Non-GAAP)	-9%
Free Cash Flow	\$8.5M

*This is a simplified financial report designed for AI extraction demonstrations.*

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