

ICBG Data Systems (ICBG)

Report Period: Q2 FY2025

Report Date: August 25, 2024

Consolidated Statement of Operations

(In millions, except percentages)

Line Item	Q2 FY2025	Q2 FY2024
Product Revenue	\$79	\$31
Professional Services Revenue	\$8	\$3
Total Revenue	\$87	\$34
Cost of Revenue	\$26	\$12
Gross Profit	\$61	\$22
Operating Expenses		
Research and Development	\$32	\$18
Sales and Marketing	\$38	\$22
General and Administrative	\$12	\$8
Operating Income (Loss)	\$-21	\$-26
Net Income (Loss)	\$-18	\$-24

Customer Growth & Retention Metrics

Metric	Q2 FY2025
Total Customers	847

Metric	Q2 FY2025
Customers with \$1M+ Revenue	267
Customers with \$5M+ Revenue	87
Customers with \$10M+ Revenue	12
Net Revenue Retention	138%
Gross Revenue Retention	93%

Key Performance Indicators

Metric	Value
Year-over-Year Growth	156%
Gross Margin	70%
Operating Margin (Non-GAAP)	-24%
Free Cash Flow	\$-45M

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

© 2024 ICBG Data Systems. All rights reserved.