

Marketing Analytics (MKTG)

Report Period: Q3 FY2025

Report Date: September 5, 2024

Consolidated Statement of Operations

(In millions, except percentages)

Line Item	Q3 FY2025	Q3 FY2024
Product Revenue	\$42	\$16
Professional Services Revenue	\$8	\$3.5
Total Revenue	\$50	\$19.5
Cost of Revenue	\$18	\$7
Gross Profit	\$32	\$12.5
Operating Expenses		
Research and Development	\$15	\$6
Sales and Marketing	\$28	\$11
General and Administrative	\$9	\$3.5
Operating Income (Loss)	\$-20	\$-8
Net Income (Loss)	\$-21	\$-8.5

Customer Growth & Retention Metrics

Metric	Q3 FY2025
Total Customers	620

Metric	Q3 FY2025
Enterprise Customers	38
Customers with \$50K+ ARR	142
Customers with \$500K+ Revenue	22
Net Revenue Retention	105%

Key Performance Indicators

Metric	Value
Year-over-Year Growth	156%
Gross Margin	64%
Operating Margin (Non-GAAP)	-40%
Free Cash Flow	-\$16M

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

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