



DataFlex Analytics



Annual Report - Fiscal Year 2024

Year Ended April 30, 2024

NASDAQ: DFLX

 *The Switzerland of BI • Platform Agnostic*

Letter to Shareholders

Dear DataFlex Shareholders,

FY2024 marked significant progress for DataFlex. Our platform-agnostic BI solution delivered **\$119 million** in revenue, up 87% year-over-year, while achieving our first cash-flow positive quarter in Q4.

As the "**Switzerland of BI**", we uniquely serve customers across Snowflake, Querybase, ICBG, and traditional data warehouses with a single pane of glass for analytics.

Our integrations with StreamPipe (real-time), Voltaic AI (ML insights), and CatalogX (governance) strengthen our position as the neutral BI layer of the modern data stack.

Sarah Chen

Chief Executive Officer

Financial Highlights

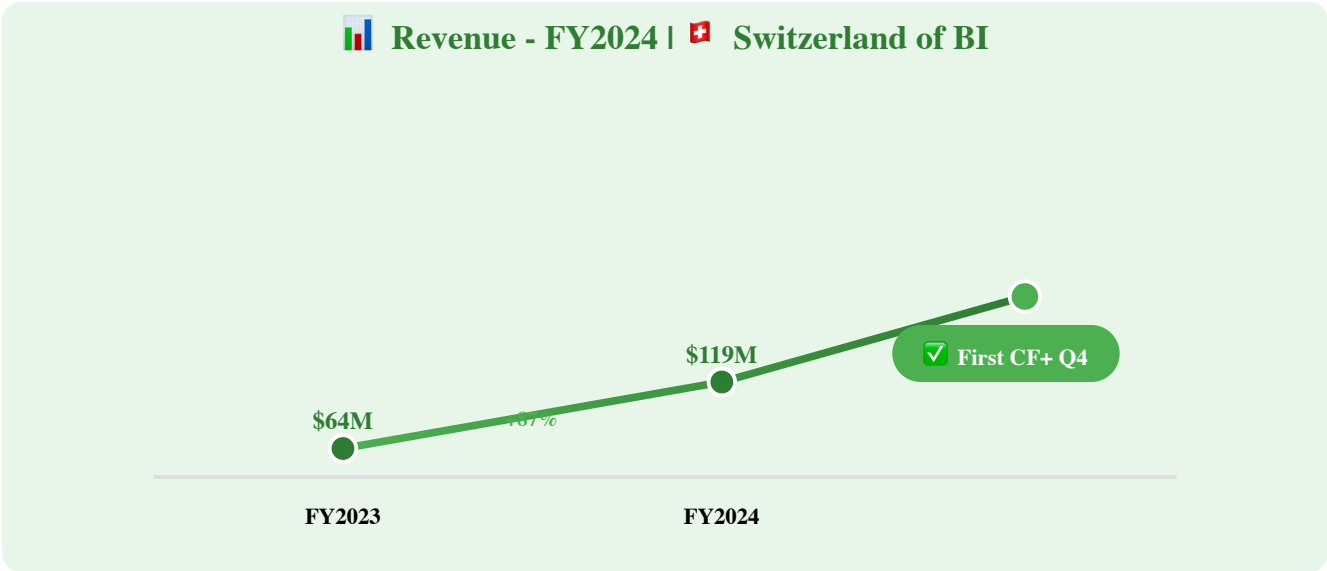


Figure 1: Revenue growth with first CF+ quarter indicator

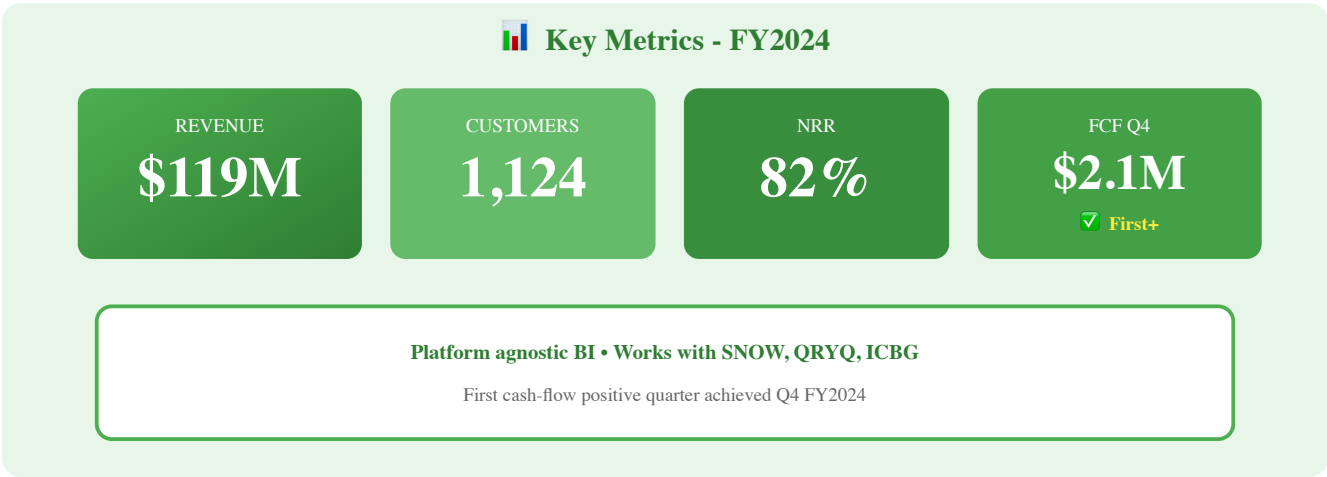


Figure 2: Key metrics showing path to profitability

Fiscal Year 2024 Performance

Metric	FY2024	FY2023	Change
Total Revenue	\$119M	\$64M	+87%
Subscription Revenue	\$107M	\$57M	+88%

Metric	FY2024	FY2023	Change
Services Revenue	\$12M	\$7M	+71%
Gross Profit	\$94M	\$48M	+96%
Operating Loss	(\$23M)	(\$45M)	Improved
Net Loss	(\$27M)	(\$49M)	Improved
Free Cash Flow	(\$8M)	(\$34M)	Improved

Key Metrics

- **ARR:** \$131M (+92% YoY)
- **Net Revenue Retention:** 82%
- **Customers:** 1,124 (up from 687)
- **Average Contract Value:** \$84K

Platform Agnostic Strategy

Supported Data Platforms: - Snowflake, Querybase, ICBG - Databricks, BigQuery, Redshift
- PostgreSQL, MySQL, and 34 more

Partnerships: - StreamPipe: Real-time dashboards - Voltaic AI: ML model monitoring -
CatalogX: BI governance

Milestones

- Q4: First cash-flow positive quarter (\$2.1M)
- 1,124 customers (4x platform providers)
- 78% NRR improving to 82%

Outlook

FY2025 Guidance: \$210M - \$240M (+76-102% YoY)

Goal: Full-year profitability in FY2025

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