

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 **125%**
Retention

Data Assets **12.5B**

Compliance Frameworks **28**

Cash & Equivalents **\$280M**