

CONFIDENTIAL

Q3 2026 Revenue Review

Performance across regions and product lines

PREPARED FOR

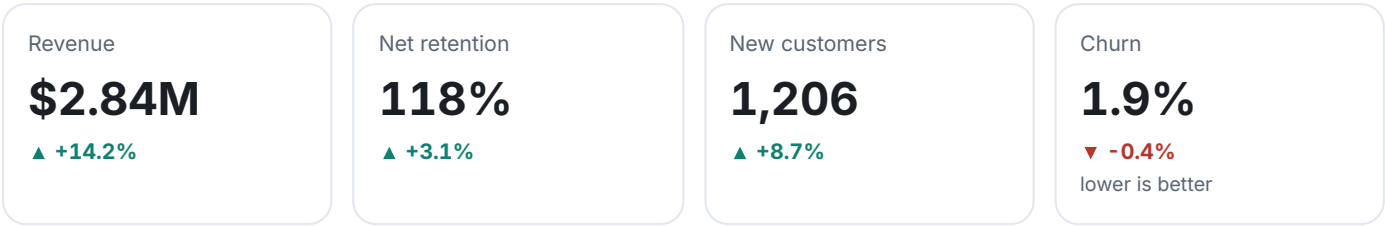
Board of Directors

PERIOD

Jul – Sep 2026

Finance & Strategy

Key metrics



Executive summary

Revenue grew 14% quarter over quarter, led by the Enterprise tier in North America and DACH. Net revenue retention reached 118%, the highest in six quarters.

Gross margin held at 81% despite infrastructure expansion in Southeast Asia. Customer acquisition cost declined 9% after the partner programme launched in August.



Regional performance

North America remains the largest market at 38% of revenue. Western Europe and DACH together contributed 31%, with DACH posting the fastest growth after the Frankfurt data-residency launch.

The Middle East pilot exceeded its target by 22%, supported by right-to-left product localisation and local invoicing.

Outlook

We expect Q4 revenue between \$3.05M and \$3.20M. Priorities are expanding the partner channel, shipping usage-based billing, and reducing onboarding time to under one week.

Revenue by region and product

Region	Product	Customers	Revenue	Growth
North America	Core	40	\$18,000.00	-12.0%
North America	Analytics	69	\$61,729.00	+5.0%
North America	Teams	98	\$44,458.00	+22.0%
North America	Enterprise	127	\$27,187.00	-2.0%
Western Europe	Core	53	\$25,919.00	+19.0%
Western Europe	Analytics	82	\$69,648.00	-5.0%
Western Europe	Teams	111	\$52,377.00	+12.0%
Western Europe	Enterprise	140	\$35,106.00	-12.0%
Nordics	Core	66	\$33,838.00	+9.0%
Nordics	Analytics	95	\$77,567.00	+26.0%
Nordics	Teams	124	\$60,296.00	+2.0%
Nordics	Enterprise	153	\$43,025.00	+19.0%
Iberia	Core	79	\$41,757.00	-1.0%
Iberia	Analytics	108	\$24,486.00	+16.0%
Iberia	Teams	137	\$68,215.00	-8.0%
Iberia	Enterprise	166	\$50,944.00	+9.0%
DACH	Core	92	\$49,676.00	-11.0%
DACH	Analytics	121	\$32,405.00	+6.0%
DACH	Teams	150	\$76,134.00	+23.0%
DACH	Enterprise	179	\$58,863.00	-1.0%
Middle East	Core	105	\$57,595.00	+20.0%
Middle East	Analytics	134	\$40,324.00	-4.0%
Middle East	Teams	163	\$23,053.00	+13.0%
Middle East	Enterprise	192	\$66,782.00	-11.0%
India	Core	118	\$65,514.00	+10.0%
India	Analytics	147	\$48,243.00	+27.0%
India	Teams	176	\$30,972.00	+3.0%
India	Enterprise	205	\$74,701.00	+20.0%

Region	Product	Customers	Revenue	Growth
Southeast Asia	Core	131	\$73,433.00	0.0%
Southeast Asia	Analytics	160	\$56,162.00	+17.0%
Southeast Asia	Teams	189	\$38,891.00	-7.0%
Southeast Asia	Enterprise	218	\$21,620.00	+10.0%
Japan	Core	144	\$20,352.00	-10.0%
Japan	Analytics	173	\$64,081.00	+7.0%
Japan	Teams	202	\$46,810.00	+24.0%
Japan	Enterprise	231	\$29,539.00	0.0%
Australia & NZ	Core	157	\$28,271.00	+21.0%
Australia & NZ	Analytics	186	\$72,000.00	-3.0%
Australia & NZ	Teams	215	\$54,729.00	+14.0%
Australia & NZ	Enterprise	244	\$37,458.00	-10.0%
Brazil	Core	170	\$36,190.00	+11.0%
Brazil	Analytics	199	\$18,919.00	+28.0%
Brazil	Teams	228	\$62,648.00	+4.0%
Brazil	Enterprise	257	\$45,377.00	+21.0%
Mexico	Core	183	\$44,109.00	+1.0%
Mexico	Analytics	212	\$26,838.00	+18.0%
Mexico	Teams	241	\$70,567.00	-6.0%
Mexico	Enterprise	270	\$53,296.00	+11.0%
Total		7,440	\$2,260,104.00	