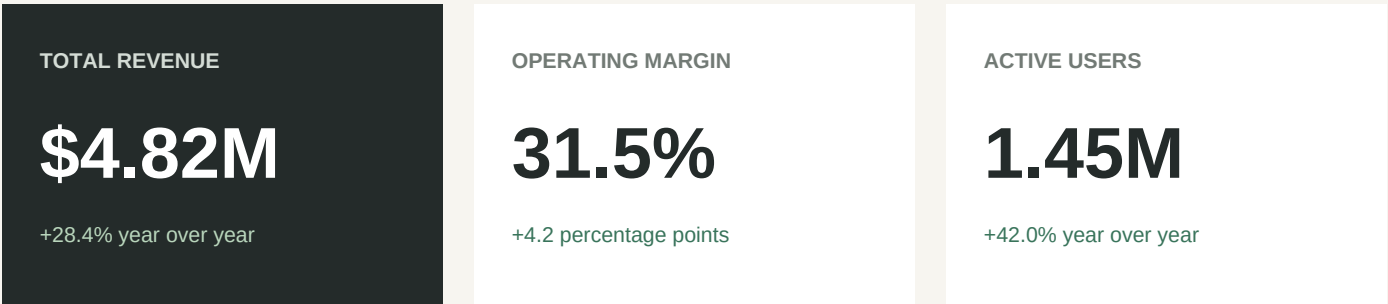


PERFORMANCE REVIEW / OCTOBER - DECEMBER 2026

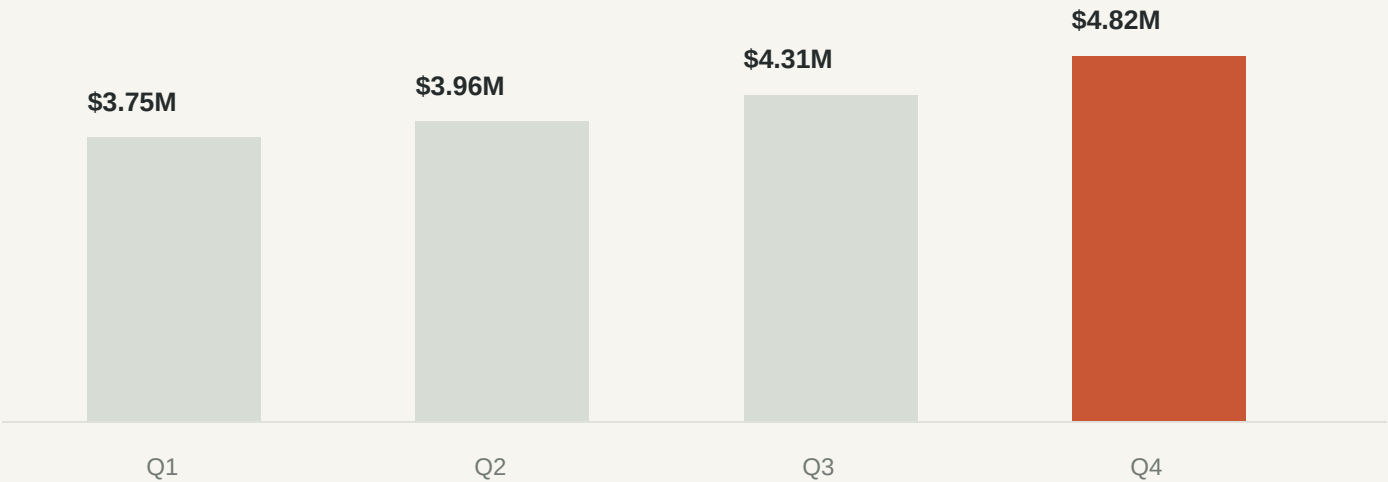
Growth, with purpose.

A quarterly view of revenue, operating efficiency, and the people behind our momentum.



01 Revenue trajectory

USD MILLIONS



THE QUARTER AT A GLANCE

Revenue growth paired with stronger operating discipline. Enterprise demand and international adoption continued to drive momentum.

EXECUTIVE BRIEF / BUSINESS DRIVERS

The story behind the numbers.

Three signals shaped the quarter: deeper enterprise adoption, healthier margins, and a broader international footprint.

01 **Enterprise momentum**

Enterprise multi-seat expansion drove record quarterly revenue. A larger installed base and broader team adoption supported growth.

REVENUE / \$4.82M

02 **A more efficient foundation**

Infrastructure improvements lifted gross margin to 76%, giving the business more room to invest in customer experience.

GROSS MARGIN / 76%

03 **A wider global footprint**

User adoption increased across Europe and Asia Pacific. Active users reached 1.45 million, up 42% year over year.

ACTIVE USERS / 1.45M

The priority ahead: turn this quarter's momentum into durable, repeatable growth.

LEADERSHIP AGENDA / Q1 2027

From insight to action.

A focused operating plan to strengthen enterprise delivery and support the next phase of international growth.

01 Priorities for the next quarter

01 Build enterprise capacity

Double enterprise sales capacity in Q1 to meet demand.

SALES LEADERSHIP

Q1 2027

02 Support international growth

Expand regional server capacity to support international growth.

INFRASTRUCTURE

Q1 2027

03 Keep the feedback loop short

Review sales conversion and service latency each month.

OPERATIONS

MONTHLY

FOCUS FOR Q1

Scale deliberately. Measure consistently.

ABOUT THIS REPORT

Illustrative business report created for the WePDF interactive preview. All figures, trends, and recommendations are fictional.