

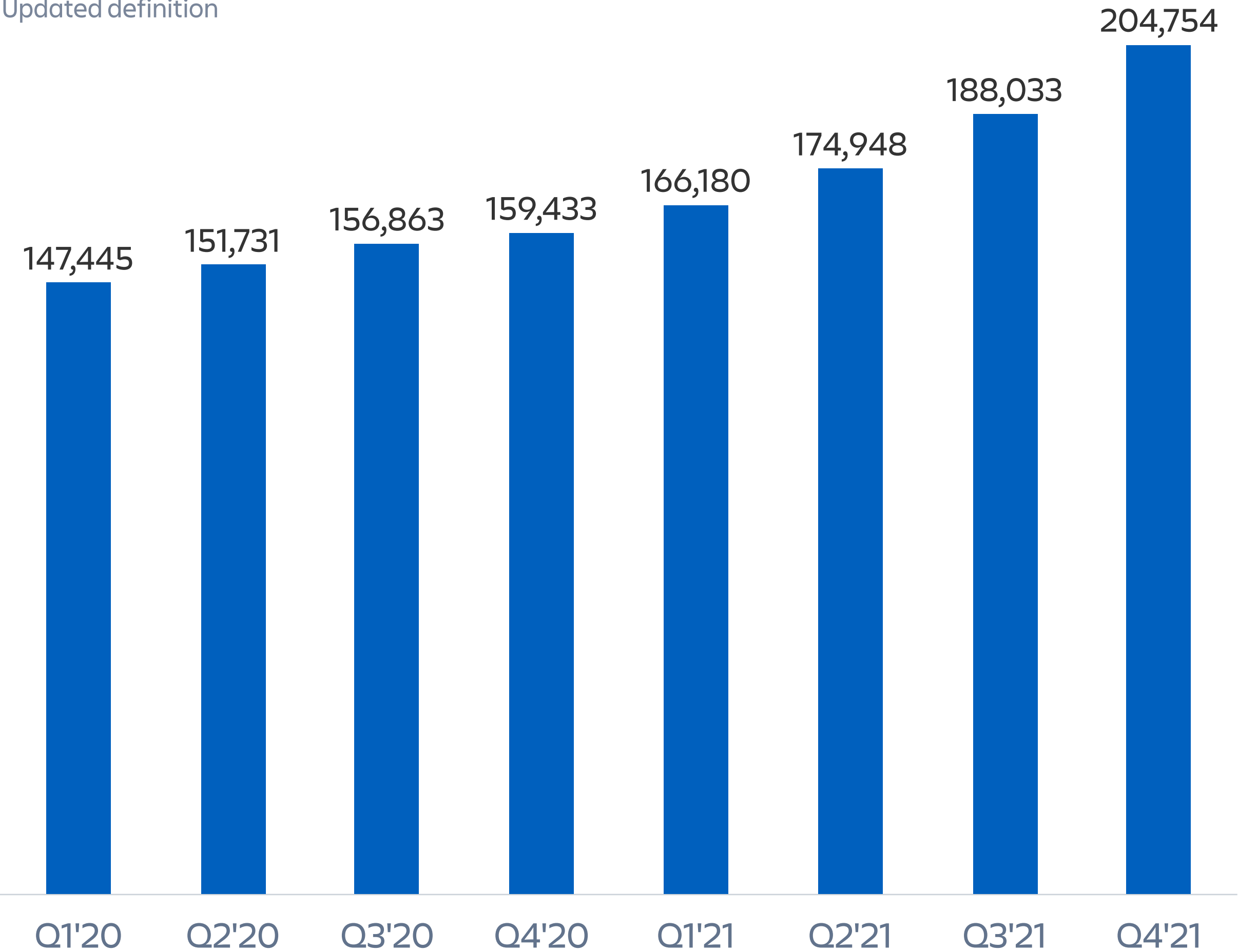
CUSTOMER COUNT

In Q1'22, we refined our definition of a customer to capture unique domains that have at least one active and paid product license or subscription, with 2 or more seats, excluding starter licenses/subscriptions.

The primary difference between the customer count under the prior and updated definition is that we are no longer including Trello single-user accounts in the customer count.

For each period ended

Updated definition



For each period ended	Q1'20	Q2'20	Q3'20	Q4'20	Q1'21	Q2'21	Q3'21	Q4'21
Updated definition:								
Customers	147,445	151,731	156,863	159,433	166,180	174,948	188,033	204,754
Net new customers	6,392	4,286	5,132	2,570	6,747	8,768	13,085	16,721
Under prior definition:								
Customers	159,787	164,790	171,051	174,097	182,717	194,334	212,807	236,118
Net new customers	7,060	5,003	6,261	3,046	8,620	11,617	18,473	23,311