



BENCHMARK	SOURCE		SAMPLE SIZE			CANADIAN CONTENT		DATA CHARACTERISTICS						FORMAT		COMPANY TYPE	
	Data	Investor Lender	Total Sample Size	# of Co's <5M ARR	# of Co's 5-10M ARR	Canadian Sample Size	Canadian % of Total	# of Metrics Covered	Sample Size on Every Metric	Median & Quartiles Shown	Shown by Company ARR	Shown by Target Customer Size	Shown by Other Dimensions	Static Report	Live Platform	Private	Public
Bessemers Venture Partners Scaling from 1 - 10M	Actuals	✓	~270	—	—	—	—	13	—	✓	✓	—	—	✓	—	✓	✓
Bessemers Venture Partners Scaling to 100M	Actuals	✓	~270	—	—	—	—	17	—	✓	✓	—	✓	✓	—	✓	✓
capchase 2022 SaaS Benchmarks	Actuals	✓	439	344	71	5	1%	8	✓	✓	✓	—	—	✓	—	✓	✓
ivp SaaS Fundraising Handbook	Actuals	✓	—	—	—	—	—	8	—	✓	—	—	—	✓	—	✓	✓
KeyBanc Capital Markets 2022 SaaS Benchmarks	Survey	✓	110	24	20	9	8%	40+	✓	✓	✓	✓	✓	✓	—	✓	✓
OPENVIEW 2022 SaaS Benchmarks	Survey	✓	660	227	107	46	7%	21	—	✓	✓	✓	✓	✓	🔗	✓	—
RevOps ^{ai} 2022 SaaS Benchmarks	Survey	✗	878	65	—	15	2%	15	✓	✓	✓	✓	✓	✓	🔗	✓	—
SaaS CAPITAL 2022 SaaS Growth Rate Benchmarks	Survey	✓	1500	—	—	—	—	1	—	✓	✓	—	✓	✓	—	✓	—
SaaS CAPITAL 2022 SaaS Net & Gross Retention Benchmarks	Survey	✓	1500	—	—	—	—	2	—	✓	✓	✓	✓	✓	—	✓	—
SCALE Reference Benchmarks	Actuals	✓	800	—	—	—	—	10	—	✓	✓	—	—	✓	🔗	✓	—
serena 2021 European SaaS Benchmarks (in Euros)	Survey	✓	250	185	40	0	0	30+	✓	✓	✓	✓	✓	✓	—	✓	—