

XYZ Tech Solutions, Inc.

Annual Financial Report 2023

Management Discussion & Analysis

XYZ Tech Solutions continued its strong growth trajectory in FY2023, achieving \$12M in Annual Recurring

Key Performance Indicators

- Our customer acquisition metrics remain strong, with CAC holding steady at \$45,000
- Customer Lifetime Value has increased to \$450,000, yielding an impressive LTV/CAC ratio of 10x
- Net Revenue Retention reached 120%, indicating strong product-market fit
- Churn rates remained low at 5% annually, significantly below industry averages