

Quarterly Financial Report

1. Performance Summary

The Q3 performance has exceeded expectations.

Metric	Target	Actual	Status
Revenue	\$100k	\$125k	
User Growth	5%	8.2%	
Churn Rate	< 2%	1.1%	

2. Technical Analysis

We utilized the following Python script for data normalization:

```
```python def calculate_growth(current, previous): """Calculates percentage growth"""
if previous == 0: return 0
return ((current - previous) / previous) * 100````
```

## 3. Recommendations

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- [x] Increase marketing budget
- [ ] Hire more sales staff EOF