

# Q4 2025 Business Performance Report

## Executive Summary

TechCorp achieved record-breaking results in Q4 2025, with total revenue reaching \$48.5 million, representing a 34% year-over-year growth. Operating margins improved to 22.4%, up from 18.1% in Q4 2024. The company added 1,250 new enterprise customers, bringing the total active customer base to 8,400.

## Revenue Breakdown

- Cloud Services: \$22.3M (46% of total revenue, up 52% YoY)
- Enterprise Licenses: \$14.2M (29% of total, up 18% YoY)
- Professional Services: \$8.1M (17% of total, up 28% YoY)
- Support & Maintenance: \$3.9M (8% of total, up 12% YoY)

## Key Performance Metrics

Monthly Recurring Revenue (MRR) grew to \$16.2M, a 41% increase from Q4 2024. Customer acquisition cost (CAC) decreased by 15% to \$2,400 per customer. Net Revenue Retention rate stands at 128%, indicating strong expansion within existing accounts. Average deal size increased to \$58,000 from \$45,000 in the previous year.

## Market Position

TechCorp now holds 18% market share in the enterprise cloud solutions segment, up from 12% last year. Key competitors include CloudMax (24% share), DataPrime (15% share), and NetSolutions (11% share). Our Net Promoter Score improved to 72, ranking us first in customer satisfaction.

## Regional Performance

- North America: \$28.5M (59% of revenue, +30% YoY)
- Europe: \$12.1M (25% of revenue, +42% YoY)
- Asia Pacific: \$5.8M (12% of revenue, +55% YoY)
- Rest of World: \$2.1M (4% of revenue, +25% YoY)

## Product Development

Launched 3 major product updates in Q4: AI-powered analytics dashboard, real-time collaboration suite, and advanced security module. R&D investment was \$8.2M (17% of revenue). Patent portfolio expanded to 45 active patents. Customer feature requests fulfillment rate improved to 78%.

## Employee & Culture

Headcount grew to 620 employees, a 28% increase. Employee satisfaction score: 4.3/5. Voluntary turnover decreased to 8.2% from 12.1%. Diversity hiring improved: 45% of new hires from underrepresented groups.

**Outlook for 2026**

Projected revenue: \$210M (full year), representing 35% growth. Planning to expand into 3 new markets. Targeting 12,000 active customers by year-end. R&D budget increasing to 20% of revenue to accelerate AI capabilities.