

# TechCorp Solutions Annual Financial Report 2020

## Executive Summary

TechCorp Solutions delivered strong financial performance in 2020, demonstrating resilience and growth in a dynamic market environment. Our revenue growth of 13% year-over-year reflects our continued focus on innovation and customer satisfaction. The company maintained healthy profit margins while investing significantly in research and development to drive future growth. Key highlights for 2020 include expansion into new markets, successful product launches, and strategic partnerships that position us well for continued success. Our commitment to operational excellence and financial discipline has resulted in strong cash generation and improved shareholder returns.

## Financial Highlights

Metric	2020 (\$000)	2019 (\$000)	Change (%)
Total Revenue	48,874	43,987	+11.1%
Gross Profit	29,324	25,512	+14.2%
Operating Income	7,331	5,718	+27.4%
Net Income	5,864	4,985	+17.6%
Total Assets	122,187	112,412	+8.7%
Shareholders Equity	48,874	43,009	+13.6%

## Business Segment Performance

Our three main business segments all contributed to strong performance in 2020:

- **Software Solutions:** Generated \$24,437K in revenue, representing 50% of total revenue. This segment showed robust growth driven by increased demand for digital transformation solutions.
- **Consulting Services:** Contributed \$14,662K in revenue (30% of total). Our consulting business benefited from strong client relationships and expanded service offerings.
- **Cloud Infrastructure:** Delivered \$9,774K in revenue (20% of total). This growing segment showed the highest growth rate at 25% year-over-year.

## Future Outlook

Looking ahead to 2021, TechCorp Solutions is well-positioned for continued growth. We expect:

- Revenue growth of 12-15% driven by new product launches and market expansion
- Continued investment in R&D; to maintain our competitive advantage
- Strategic acquisitions to accelerate growth in key markets
- Focus on operational efficiency to maintain healthy profit margins

Our strong balance

sheet and cash position provide flexibility to pursue growth opportunities while returning value to shareholders through dividends and share repurchases.

## Key Performance Indicators

KPI	2020	2019	Target 2021
Revenue Growth (%)	11.1%	8.5%	12-15%
Profit Margin (%)	12.0%	11.2%	12-13%
Return on Equity (%)	12.0%	28.5%	>30%
Cash Flow from Operations (\$M)	\$8	\$7	\$10
Employee Count	1350	1200	1500