

Q4 2023 Financial Summary

Quarterly Financial Report

Period: October 1 - December 31, 2023

REVENUE SUMMARY:

Total Revenue: \$4,850,000

- Product Sales: \$3,200,000 (66%)
- Service Revenue: \$1,350,000 (28%)
- Licensing: \$300,000 (6%)

Year-over-Year Growth: +18%

Quarter-over-Quarter Growth: +7%

REVENUE BY REGION:

North America: \$2,425,000 (50%)

Europe: \$1,455,000 (30%)

Asia Pacific: \$728,000 (15%)

Other: \$242,000 (5%)

EXPENSE SUMMARY:

Total Expenses: \$3,640,000

- Personnel: \$2,100,000 (58%)
- Operations: \$910,000 (25%)
- Marketing: \$364,000 (10%)
- R&D: \$266,000 (7%)

PROFITABILITY:

Gross Profit: \$1,210,000

Operating Income: \$1,210,000

Net Income: \$1,089,000

Profit Margin: 22.5%

BALANCE SHEET HIGHLIGHTS:

Assets:

- Cash and Equivalents: \$2,500,000

- Accounts Receivable: \$1,200,000
- Inventory: \$800,000
- Total Assets: \$6,800,000

Liabilities:

- Accounts Payable: \$600,000
- Short-term Debt: \$400,000
- Total Liabilities: \$1,500,000

Equity: \$5,300,000

KEY PERFORMANCE INDICATORS:

Customer Metrics:

- New Customers: 450
- Customer Retention Rate: 94%
- Average Contract Value: \$8,500
- Customer Lifetime Value: \$42,000

Operational Metrics:

- Gross Margin: 66%
- Operating Margin: 25%
- Return on Equity: 20.5%
- Current Ratio: 2.8

OUTLOOK FOR Q1 2024:

Expected Revenue: \$5,100,000 (+5% QoQ)

Expected Net Income: \$1,150,000

Focus Areas:

- Expand into new markets
- Launch 2 new product lines
- Increase marketing spend by 15%
- Hire 10 additional team members

RISKS AND OPPORTUNITIES:

Risks:

- Economic uncertainty
- Increased competition
- Supply chain challenges

Opportunities:

- Growing market demand
- New partnership opportunities
- Technology advancements

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