

NexaCore Solutions Annual Budget Report (FY 2026 - Summary)

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1. Executive Summary

The FY2026 budget focuses on accelerating our leadership in the AI workflow market by **allocating 45% of total operating expense (OPEX) towards product development and cloud infrastructure**. This is a strategic shift to stabilize our core platform scalability (reducing cloud costs) and fund the entry into two new regional markets (KSA and Egypt). We project achieving **35% Year-over-Year (YoY) revenue growth** while maintaining a 15% EBITDA margin through automation of internal finance workflows (FinOps).

2. Key Financial Projections (USD)

Metric	FY2025 Actual (E)	FY2026 Budget	YoY Change	Notes
Total Revenue (ARR)	\$55,000,000	\$74,250,000	+35%	Driven by new enterprise product line (AI Workflow Suite).
Cost of Revenue (CoR)	\$8,250,000	\$10,395,000	+26%	Lower growth than revenue due to platform optimization efforts.
Gross Profit	\$46,750,000	\$63,855,000	+36.6%	Strong Gross Margin maintained at 86%.
Operating	\$37,500,000	\$51,600,000	+37.6%	Significant

Expenses (OPEX)				investment in R&D and Sales/Marketing expansion.
EBITDA	\$9,250,000	\$12,255,000	+32.5%	Target EBITDA Margin of 15% achieved.

3. Operating Expense Breakdown (OPEX)

Department/Category	FY2025 Allocation	FY2026 Budget	Justification
Product/R&D & Engineering	35%	45%	Highest Priority: New hiring (40 FTEs) and advanced compute resources (CapEx).
Sales & Marketing	35%	30%	Increased efficiency through AI-driven lead scoring (SaaS tools).
G&A (HR, Finance, Legal, Ops)	20%	15%	Reduction driven by automation of internal administrative tasks.
Infrastructure/Cloud Compute	10%	10%	Costs stabilized due to migration efficiency projects.

4. Capital Expenditure (CapEx) Highlights

The CapEx budget of **\$7.5 Million** is primarily earmarked for:

1. Expansion of the Dubai HQ Data Center capacity for regional redundancy (\$4.0M).

2. Acquisition of advanced, perpetual licenses for ML training tools (\$1.5M).
3. New employee devices and specialized engineering hardware (\$2.0M).

Next Review: Quarterly Budget vs. Actual (Q1 2026).