

# NexaCore Solutions Quarterly Financial Statement - Q1 FY2026

Period Ending: 2026-03-31

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## 1. Income Statement (Unaudited, USD)

Item	Q1 FY2026 Actual	Q1 FY2026 Budget	Variance (%)
Revenue (Subscription & Usage)	\$18,500,000	\$18,000,000	+2.8%
Cost of Revenue (CoR)	(\$2,600,000)	(\$2,598,750)	+0.1%
Gross Profit	\$15,900,000	\$15,401,250	+3.2%
Operating Expenses:			
Sales & Marketing (S&M)	(\$5,800,000)	(\$6,100,000)	-4.9%
Research & Development (R&D)	(\$7,200,000)	(\$6,800,000)	+5.9%
General & Administrative (G&A)	(\$2,400,000)	(\$2,300,000)	+4.3%
Total OPEX	(\$15,400,000)	(\$15,200,000)	+1.3%
Operating Income (EBIT)	\$500,000	\$201,250	+148.5%
Interest & Other Income/Expense	(\$50,000)	(\$50,000)	0.0%

<b>Net Income (Profit)</b>	\$450,000	\$151,250	+197.5%
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## 2. Commentary on Performance

Q1 exceeded budget expectations, primarily driven by early adoption of the new AI Workflow Suite by three major GCC regional banks, boosting subscription revenue 2.8% above target. The significant positive variance in Operating Income is due to strict control over Sales & Marketing spend (-4.9%) and effective use of vendor credit terms. **R&D exceeded budget (+5.9%)** due to accelerated hiring for the new Data Science team, which is a necessary, planned investment for future product differentiation.

## 3. Key Operational Metrics

Metric	Q1 FY2026 Value	Benchmark
<b>Customer Acquisition Cost (CAC)</b>	\$12,500	\$15,000 (Target)
<b>Churn Rate (Monthly Revenue)</b>	0.9%	1.0% (Target)
<b>Payback Period (Months)</b>	10 months	12 months (Target)
<b>Run-Rate for Cloud Compute</b>	\$850,000/month	\$900,000/month (Target)