

ACME Corporation

Financial Summary Report

Fiscal Year 2024

Executive Summary

ACME Corporation achieved record revenue of \$52.3 million in FY2024, representing a 23% increase over the previous fiscal year.

Net income reached \$8.7 million with an EBITDA margin of 18.5%.

Key Financial Metrics

- Total Revenue: \$52,300,000
- Gross Profit: \$21,400,000 (40.9% margin)
- Operating Income: \$11,200,000
- Net Income: \$8,700,000
- EBITDA: \$9,670,000
- Cash Position: \$15,400,000

Business Highlights

- Customer base grew by 34% to 2,847 active accounts
- Launched 3 new product lines in Q2 and Q3
- Expanded operations to 5 new markets
- Employee headcount increased from 127 to 189

Risk Factors

- Customer concentration: Top 5 customers represent 42% of revenue
- Pending litigation with former supplier (estimated exposure: \$500K)
- Foreign exchange exposure in European markets