

# FINANCIAL KPI DASHBOARD - YTD 2023

**Summit Digital Solutions, Inc.**

**CONFIDENTIAL AND PROPRIETARY**

**For Due Diligence Purposes Only**

Date: December 31, 2023

## 1. EXECUTIVE SUMMARY

This Financial Key Performance Indicator (KPI) Dashboard presents the year-to-date financial and operational metrics for Summit Digital Solutions, Inc. ("Company") for fiscal year 2023. All figures are unaudited and subject to adjustment during year-end close procedures.

## 2. REVENUE METRICS

### 1 Revenue by Service Line (YTD 2023)

- AI/ML Implementation Services: \$34.2M (39.1%)
- IoT Systems Integration: \$22.8M (26.1%)
- Process Automation Solutions: \$19.3M (22.1%)
- Digital Advisory Services: \$11.2M (12.7%)

Total Revenue: \$87.5M

### 2 Revenue Growth

- YoY Growth Rate: 42.3%
- 3-Year CAGR: 38.7%
- Quarter-over-Quarter Growth: 8.4% (Q4 vs Q3 2023)

### 3 Revenue Quality Metrics

- Recurring Revenue: 43.2%
- Average Contract Value: \$875,000
- Client Retention Rate: 92%

## 3. PROFITABILITY METRICS

### 1 Margin Analysis

- Gross Margin: 62.4%
- EBITDA Margin: 24.8%
- Operating Margin: 19.3%
- Net Profit Margin: 15.7%

## 2 Efficiency Ratios

- Operating Expense Ratio: 43.1%
- SG&A as % of Revenue: 35.2%
- R&D as % of Revenue: 12.4%

## 4. OPERATIONAL METRICS

### 1 Project Performance

- Average Project Duration: 6.2 months
- Project Success Rate: 94.3%
- Utilization Rate: 83.7%
- Billable Hours Ratio: 78.4%

### 2 Client Metrics

- Total Active Clients: 142
- New Client Acquisitions (YTD): 38
- Average Revenue per Client: \$616,197
- Client Satisfaction Score: 4.6/5.0

## 5. CASH FLOW AND LIQUIDITY

### 1 Cash Position

- Operating Cash Flow: \$19.8M
- Free Cash Flow: \$15.3M
- Cash Conversion Cycle: 65 days
- Days Sales Outstanding: 48 days

### 2 Working Capital

- Current Ratio: 2.8x

- Quick Ratio: 2.3x
- Net Working Capital: \$28.4M

## **6. GROWTH INVESTMENTS**

### **1 Technology Development**

- Peak Performance Platform Enhancement: \$4.2M
- New Product Development: \$3.8M
- Infrastructure Upgrades: \$2.1M

### **2 Market Expansion**

- Geographic Expansion Investment: \$2.4M
- New Market Entry Costs: \$1.8M
- Sales Channel Development: \$1.5M

## **7. DISCLAIMERS AND NOTES**

1 This Financial KPI Dashboard is provided for informational purposes only and should be read in conjunction with the Company's detailed financial statements and accompanying notes.

2 All figures presented are preliminary and unaudited. Final audited results may differ materially from the figures presented herein.

3 Forward-looking metrics and projections are based on management's current expectations and are subject to change based on market conditions and other factors.

4 This document is confidential and proprietary to Summit Digital Solutions, Inc. Any unauthorized reproduction or distribution is strictly prohibited.

## **8. CERTIFICATION**

The undersigned officers hereby certify that the information contained in this Financial KPI Dashboard is true and accurate to the best of their knowledge as of the date first written above.

SUMMIT DIGITAL SOLUTIONS, INC.

**By:** \_

Dr. Alexandra Reeves

Chief Executive Officer

**By: \_**

Sarah Blackwell

Chief Operating Officer

Date: December 31, 2023

[COMPANY SEAL]

## **9. DOCUMENT CONTROL**

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