

ANNUAL FINANCIAL STATEMENTS 2020-2025

CONTROLSYNC SOLUTIONS

1.0 Executive Summary

ControlSync Solutions presents its comprehensive financial overview for the period 2020-2025, reflecting a robust trajectory of growth and strategic market positioning in the industrial automation software sector. From 2020 to 2025, the company has demonstrated exceptional financial performance, with annual recurring revenue (ARR) expanding from \$8.5 million to \$15.2 million, representing a compound annual growth rate of 44.3%.

Key financial highlights include: - Total Annual Recurring Revenue: \$15.2 million (2025) - Year-over-Year Growth: 42% - Customer Base: 127 enterprise clients - Gross Retention Rate: 92%

The financial statements underscore ControlSync's strategic market approach and consistent value delivery in the industrial automation technology landscape.

2.0 Company Profile

Founded in 2016 and headquartered in Austin, Texas, ControlSync Solutions has emerged as a pioneering enterprise SaaS platform specializing in operational intelligence and predictive maintenance solutions for manufacturing and process control environments.

Company Fundamentals: - Industry: Industrial Automation Software - Business Model: Cloud-based software suite for industrial equipment monitoring - Target Market: Mid-to-large scale manufacturing and industrial automation sectors - Funding Stage: Series A - Employee Count: 85 professionals

The company's core product offering enables real-time operational intelligence, providing manufacturers with advanced predictive maintenance and performance optimization capabilities across complex industrial ecosystems.

3.0 Financial Performance Analysis

Financial Performance Metrics (2020-2025):

Year	Annual Recurring Revenue	Customer	Growth	Retention Rate
2020	\$8.5M	62 customers		88%
2021	\$10.7M	89 customers		90%
2022	\$12.5M	112 customers		91%

Year Annual Recurring Revenue Customer Growth Retention Rate

2023	\$14.3M	125 customers	92%
2024	\$15.2M	127 customers	92%

Key Observations: - Consistent revenue growth trajectory - Stable customer acquisition - High gross retention rate - Predictable recurring revenue model

4.0 Revenue Composition

Revenue Stream Breakdown: - Subscription Revenue: 68% of total revenue - Enterprise Licensing: 22% - Professional Services: 10%

Strategic Revenue Generation Approach: - Tiered enterprise licensing model - Predictable recurring revenue streams - Scalable SaaS platform architecture

5.0 Market and Integration Landscape

Technology Ecosystem: - Key Integrations: 1. Rockwell Automation PLC Systems 2. Allen-Bradley Control Platforms 3. SCADA Infrastructure

Competitive Positioning: - Specialized industrial automation software - Advanced predictive maintenance capabilities - Comprehensive technology integration support

6.0 Financial Projections

Forward-Looking Financial Outlook:

Projected Growth Trajectory: - Expected ARR by 2027: \$22.5 million - Anticipated Customer Base: 175+ enterprise clients - Planned Investment in R&D: \$3.5 million annually

Strategic Expansion Focus: - Enhanced machine learning capabilities - Expanded integration partnerships - Global market penetration

Disclaimer of Future Performance

This financial document contains forward-looking statements based on current expectations and assumptions. Actual results may differ materially from these projections. Investors and stakeholders should conduct independent assessments and not rely exclusively on these representations.

Accounting Standards Compliance

These financial statements have been prepared in accordance with Generally Accepted Accounting Principles (GAAP) and represent a true and fair view of ControlSync Solutions' financial position.

Exhibits

Exhibit A: Detailed Financial Statements Exhibit B: Customer Acquisition Cost Analysis
Exhibit C: Technology Integration Roadmap

Appendices

Appendix 1: Methodology for Financial Data Verification Appendix 2: Detailed Revenue
Segmentation Appendix 3: Market Comparative Analysis