

Revenue & Profitability Report

Confidential

Acme Corporation — Fiscal Year 2024, Fourth Quarter

Prepared: January 15, 2025
Period: Oct 1 — Dec 31, 2024

EXECUTIVE SUMMARY

Q4 2024 delivered total revenue of \$48.7M, representing a 14.2% increase year-over-year and exceeding internal targets by 3.1%. Gross margin expanded to 68.4%, driven by improved unit economics in the Enterprise segment. EBITDA reached \$15.8M with a margin of 32.4%, up from 28.9% in Q4 2023. Net income closed at \$9.2M, marking the sixth consecutive quarter of profitability acceleration. Operating expenses remained controlled at 36% of revenue, down from 39.2% in the prior year period.

TOTAL REVENUE

\$48.7M

▲ 14.2% YoY



GROSS MARGIN

68.4%

▲ 3.5pp



EBITDA

\$15.8M

▲ 28.1% YoY



NET INCOME

\$9.2M

▲ 34.6% YoY



Quarterly Revenue by Segment

Enterprise

\$24.1M

49.5%

Mid-Market

\$13.2M

27.1%

SMB

\$7.8M

16.0%

Services

\$3.6M

7.4%

Condensed P&L Statement

Line Item	Q4 2024	Q4 2023	Variance	YoY %
Total Revenue	\$48,700,000	\$42,650,000	+\$6,050,000	+14.2%
Cost of Revenue	\$15,387,000	\$14,928,000	+\$459,000	+3.1%
Gross Profit	\$33,313,000	\$27,722,000	+\$5,591,000	+20.2%
Sales & Marketing	\$8,766,000	\$8,957,000	-\$191,000	-2.1%
R&D	\$5,844,000	\$5,545,000	+\$299,000	+5.4%
General & Admin	\$2,922,000	\$2,772,000	+\$150,000	+5.4%
Operating Income	\$15,781,000	\$10,448,000	+\$5,333,000	+51.0%
Interest & Other	-\$1,420,000	-\$1,580,000	+\$160,000	-10.1%
Tax Provision	\$5,161,000	\$2,030,000	+\$3,131,000	+154.2%
Net Income	\$9,200,000	\$6,838,000	+\$2,362,000	+34.6%

Margin Analysis & Operating Expense Breakdown

Margin Trends		OpEx as % of Revenue	
Gross Margin	68.4%	Sales & Marketing	18.0%
EBITDA Margin	32.4%	Research & Development	12.0%
Operating Margin	32.4%	General & Admin	6.0%
Net Profit Margin	18.9%	Total OpEx	36.0%
Contribution Margin	74.1%	YoY Change	-3.2pp

Full Year Revenue Comparison

Quarter	FY 2024	FY 2023	Growth	Gross Margin
Q1	\$38,200,000	\$33,800,000	+13.0%	65.2%
Q2	\$41,500,000	\$36,100,000	+14.9%	66.8%
Q3	\$44,900,000	\$39,400,000	+14.0%	67.5%
Q4	\$48,700,000	\$42,650,000	+14.2%	68.4%
Full Year	\$173,300,000	\$151,950,000	+14.1%	67.0%