

# Revenue & Profitability Report

Acme Corporation — Fiscal Year 2025, Fourth Quarter

Prepared: January 14, 2026

Period: Oct 1 — Dec 31, 2025

## EXECUTIVE SUMMARY

Q4 2025 closed with total revenue of \$58.9M, a 20.9% increase year-over-year and 7.8% above internal targets. Gross margin expanded to 71.6%, fueled by platform automation gains and the full ramp of the Enterprise Plus tier. EBITDA reached \$21.2M with a margin of 36.0%, up from 32.4% in Q4 2024. Net income hit \$13.1M, marking the tenth consecutive quarter of profitability growth. Operating expenses held at 33.8% of revenue, a 2.2pp improvement year-over-year, reflecting disciplined cost management across all departments while accelerating top-line growth.

### TOTAL REVENUE

**\$58.9M**

▲ 20.9% YoY



### GROSS MARGIN

**71.6%**

▲ 3.2pp



### EBITDA

**\$21.2M**

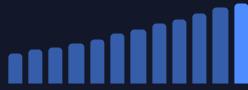
▲ 34.2% YoY



### NET INCOME

**\$13.1M**

▲ 42.4% YoY



## Quarterly Revenue by Segment

Segment	Revenue (\$M)	Share (%)
Enterprise	\$31.2M	53.0%
Mid-Market	\$14.7M	24.9%
SMB	\$8.5M	14.4%
Services	\$4.5M	7.6%

## Condensed P&L Statement

Line Item	Q4 2025	Q4 2024	Variance	YoY %
Total Revenue	\$58,900,000	\$48,700,000	+\$10,200,000	+20.9%
Cost of Revenue	\$16,728,000	\$15,387,000	+\$1,341,000	+8.7%
<strong>Gross Profit</strong>	<strong>\$42,172,000</strong>	<strong>\$33,313,000</strong>	<strong>+\$8,859,000</strong>	<strong>+26.6%</strong>
Sales & Marketing	\$9,424,000	\$8,766,000	+\$658,000	+7.5%
R&D	\$6,479,000	\$5,844,000	+\$635,000	+10.9%
General & Admin	\$3,005,000	\$2,922,000	+\$83,000	+2.8%
<strong>Operating Income</strong>	<strong>\$23,264,000</strong>	<strong>\$15,781,000</strong>	<strong>+\$7,483,000</strong>	<strong>+47.4%</strong>
Interest & Other	-\$1,180,000	-\$1,420,000	+\$240,000	-16.9%
Tax Provision	\$8,984,000	\$5,161,000	+\$3,823,000	+74.1%
<strong>Net Income</strong>	<strong>\$13,100,000</strong>	<strong>\$9,200,000</strong>	<strong>+\$3,900,000</strong>	<strong>+42.4%</strong>
Margin Analysis & Operating Expense Breakdown				
<strong>MARGIN TRENDS</strong>				
Gross Margin	71.6%			
EBITDA Margin	36.0%			
Operating Margin	39.5%			
Net Profit Margin	22.2%			
Contribution Margin	77.3%			
<strong>OPEX AS % OF REVENUE</strong>				
Sales & Marketing	16.0%			
Research & Development	11.0%			
General & Admin	5.1%			
Total OpEx	32.1%			
YoY Change	-3.9pp			
Full Year Revenue Comparison				

QUARTER	FY 2025	FY 2024	GROWTH	GROSS MARGIN
Q1	\$46,100,000	\$38,200,000	+20.7%	69.4%
Q2	\$50,300,000	\$41,500,000	+21.2%	70.1%
Q3	\$54,600,000	\$44,900,000	+21.6%	70.9%
Q4	\$58,900,000	\$48,700,000	+20.9%	71.6%
<b>Full Year</b>	<b>\$209,900,000</b>	<b>\$173,300,000</b>	<b>+21.1%</b>	<b>70.5%</b>

Written by Michele Piazzoli

This report contains forward-looking statements. All figures in USD.