

# Revenue & Profitability Report

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%
<strong>Gross Profit</strong>	<strong>\$33,313,000</strong>	<strong>\$27,722,000</strong>	<strong>+\$5,591,000</strong>	<strong>+20.2%</strong>
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%
<strong>Operating Income</strong>	<strong>\$15,781,000</strong>	<strong>\$10,448,000</strong>	<strong>+\$5,333,000</strong>	<strong>+51.0%</strong>
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%
<strong>Net Income</strong>	<strong>\$9,200,000</strong>	<strong>\$6,838,000</strong>	<strong>+\$2,362,000</strong>	<strong>+34.6%</strong>
Margin Analysis & Operating Expense Breakdown				
<strong>MARGIN TRENDS</strong>				
Gross Margin	68.4%			
EBITDA Margin	32.4%			
Operating Margin	32.4%			
Net Profit Margin	18.9%			
Contribution Margin	74.1%			
<strong>OPEX AS % OF REVENUE</strong>				
Sales & Marketing	18.0%			
Research & Development	12.0%			
General & Admin	6.0%			
Total OpEx	36.0%			
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%
<b>Full Year</b>	<b>\$173,300,000</b>	<b>\$151,950,000</b>	<b>+14.1%</b>	<b>67.0%</b>

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