

ACME TECH SOLUTIONS LLC

Profit and Loss Statement

For the Fiscal Year Ending December 31, 2024 (Projected)
Compared to Fiscal Year 2023 (Actual)

Account	FY 2024 (Projected)	FY 2023 (Actual)	Change (\$)	Change (%)
REVENUE				
Consulting Services	\$892,500.00	\$745,000.00	\$147,500.00	19.8%
Software Development	\$456,000.00	\$380,000.00	\$76,000.00	20.0%
Managed Services (Recurring)	\$168,000.00	\$120,000.00	\$48,000.00	40.0%
Training & Workshops	\$33,500.00	\$25,000.00	\$8,500.00	34.0%
TOTAL REVENUE	\$1,550,000.00	\$1,270,000.00	\$280,000.00	22.0%
COST OF GOODS SOLD (COGS)				
Direct Labor (Contractors)	\$310,000.00	\$254,000.00	\$56,000.00	22.0%
Software Licenses (Resale)	\$62,000.00	\$50,800.00	\$11,200.00	22.0%
Cloud Infrastructure Costs	\$93,000.00	\$76,200.00	\$16,800.00	22.0%
TOTAL COGS	\$465,000.00	\$381,000.00	\$84,000.00	22.0%
GROSS PROFIT	\$1,085,000.00	\$889,000.00	\$196,000.00	22.0%
Gross Profit Margin	70.0%	70.0%		
OPERATING EXPENSES				
Salaries & Wages (Full-time)	\$480,000.00	\$420,000.00	\$60,000.00	14.3%
Employee Benefits	\$72,000.00	\$63,000.00	\$9,000.00	14.3%
Payroll Taxes	\$42,240.00	\$36,960.00	\$5,280.00	14.3%
Rent & Utilities	\$66,000.00	\$60,000.00	\$6,000.00	10.0%
Software Subscriptions	\$36,000.00	\$30,000.00	\$6,000.00	20.0%
Marketing & Advertising	\$31,000.00	\$25,400.00	\$5,600.00	22.0%

Professional Services (Legal/Accounting)	\$24,000.00	\$20,000.00	\$4,000.00	20.0%
Insurance	\$18,000.00	\$15,000.00	\$3,000.00	20.0%
Travel & Entertainment	\$24,000.00	\$18,000.00	\$6,000.00	33.3%
Office Supplies & Equipment	\$12,000.00	\$10,000.00	\$2,000.00	20.0%
Depreciation	\$15,000.00	\$12,000.00	\$3,000.00	25.0%
Miscellaneous	\$9,760.00	\$8,640.00	\$1,120.00	13.0%
TOTAL OPERATING EXPENSES	\$830,000.00	\$719,000.00	\$111,000.00	15.4%
OPERATING INCOME (EBIT)	\$255,000.00	\$170,000.00	\$85,000.00	50.0%
OTHER INCOME / EXPENSES				
Interest Income	\$2,500.00	\$1,800.00	\$700.00	38.9%
Interest Expense (Loan)	(\$12,500.00)	(\$15,000.00)	\$2,500.00	16.7%
NET OTHER INCOME/EXPENSE	(\$10,000.00)	(\$13,200.00)	\$3,200.00	24.2%
INCOME BEFORE TAXES	\$245,000.00	\$156,800.00	\$88,200.00	56.3%
Income Tax Expense (Est. 25%)	(\$61,250.00)	(\$39,200.00)	\$22,050.00	56.3%
NET INCOME	\$183,750.00	\$117,600.00	\$66,150.00	56.3%
Net Profit Margin	11.9%	9.3%	+2.6%	

Notes & Assumptions

- Revenue Growth:** 22% YoY growth driven by new enterprise clients and expanded managed services.
- Headcount:** Increased from 6 to 8 full-time employees in 2024.
- Loan:** Outstanding business loan balance of \$125,000 at 8% APR, monthly payments of \$1,500.
- Cash Position:** Average monthly cash balance of \$62,000+ with positive cash flow.
- Key Clients:** TechCorp Inc., Global Retail Co., Enterprise Solutions, Startup Ventures LLC.

Prepared by: Sarah Chen, CFO | Date: December 1, 2024