

Quarterly Financial Summary

Revenue:

Q1: \$12.4M

Q2: \$10.1M

Q3: \$9.3M

Key Observations:

- Residential solar installs dropped 22% due to delays in permitting.
- Battery sales decreased 17% following federal subsidy cuts.
- Churn rate increased from 8% to 14%, especially in California.

Operating Expenses:

- Marketing increased 12% due to aggressive acquisition.
- Software licensing costs grew 9% with new CRM rollout.