

# Quarterly Financial Report - Q4 2023

**Executive Summary:**

The company achieved strong performance in Q4 2023, with total revenue reaching \$2.8M, representing a 15% increase compared to Q3 2023. Operating expenses were well-controlled at \$1.9M, resulting in a net profit of \$900K for the quarter.

## Revenue by Product Line

Product Line	Q3 2023	Q4 2023	Growth %
Enterprise Software	\$1,200,000	\$1,400,000	16.7%
Cloud Services	\$800,000	\$950,000	18.8%
Professional Services	\$400,000	\$450,000	12.5%
TOTAL	\$2,400,000	\$2,800,000	16.7%

## Operating Expenses Breakdown

Category	Amount	Percentage of Total
Salaries & Benefits	\$1,200,000	63.2%
Marketing & Sales	\$380,000	20.0%
Infrastructure	\$190,000	10.0%
R&D	\$95,000	5.0%
Other	\$35,000	1.8%
TOTAL	\$1,900,000	100%