

Q4 2024 Financial Report

Acme Corporation - Confidential

Executive Summary

Q4 2024 was a strong quarter for Acme Corporation. Total revenue reached \$42.5M, representing a 23% increase year-over-year. Key highlights include:

Revenue: \$42.5M (up 23% YoY)
Gross Margin: 68% (up from 65% in Q3)
Operating Expenses: \$18.2M
Net Income: \$8.7M
Cash Position: \$125M

Revenue Breakdown by Segment:

1. Enterprise Software: \$28.5M (67% of revenue)
 - New enterprise deals: 12 contracts worth \$15M ARR
 - Expansion revenue: \$8.5M from existing customers
 - Churn rate: 2.1% (down from 3.2% in Q3)
2. Professional Services: \$9.2M (22% of revenue)
 - Implementation projects: 45 completed
 - Average project size: \$205K
 - Customer satisfaction: 4.8/5.0
3. Support & Maintenance: \$4.8M (11% of revenue)
 - Support tickets resolved: 2,847
 - Average resolution time: 4.2 hours
 - SLA compliance: 99.2%

Budget Allocation for Q1 2025:

Engineering: \$8.5M (40%)
Sales & Marketing: \$6.2M (29%)
Operations: \$3.8M (18%)
G&A: \$2.8M (13%)

Key Risks and Mitigations:

1. Market Competition: Increased investment in R&D
2. Talent Retention: New equity refresh program announced

3. Economic Uncertainty: Diversified customer base across industries

Reimbursement Policy Update:

All expense reports must be submitted within 30 days of the expense.

Travel expenses require pre-approval for amounts over \$500.

The maximum daily meal allowance is \$75 for domestic travel.