

Financial Performance Metrics									
Category	Item	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024
Revenue	Product Sales	120,000	130,000	140,000	150,000	160,000	170,000	180,000	190,000
	Service Revenue	80,000	85,000	90,000	95,000	100,000	105,000	110,000	115,000
	Licensing Fees	50,000	55,000	60,000	65,000	70,000	75,000	80,000	85,000
	Consulting	30,000	35,000	40,000	45,000	50,000	55,000	60,000	65,000
	Support & Maintenance	20,000	22,000	24,000	26,000	28,000	30,000	32,000	34,000
	Partnerships	10,000	12,000	14,000	16,000	18,000	20,000	22,000	24,000
	Other	5,000	6,000	7,000	8,000	9,000	10,000	11,000	12,000
	Subtotal	295,000	325,000	350,000	375,000	400,000	430,000	460,000	490,000
	Expenses	(180,000)	(190,000)	(200,000)	(210,000)	(220,000)	(230,000)	(240,000)	(250,000)
	Profit	115,000	135,000	150,000	165,000	180,000	200,000	220,000	240,000
Profitability	Gross Profit	100,000	110,000	120,000	130,000	140,000	150,000	160,000	170,000
	Operating Profit	80,000	90,000	100,000	110,000	120,000	130,000	140,000	150,000
	EBITDA	90,000	100,000	110,000	120,000	130,000	140,000	150,000	160,000
	Net Profit	70,000	80,000	90,000	100,000	110,000	120,000	130,000	140,000
	Pre-tax Profit	85,000	95,000	105,000	115,000	125,000	135,000	145,000	155,000
	Income Tax	(15,000)	(15,000)	(15,000)	(15,000)	(15,000)	(15,000)	(15,000)	(15,000)
	Minority Interest	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)
	Subtotal	70,000	80,000	90,000	100,000	110,000	120,000	130,000	140,000
	Operating Margin	23.7%	24.6%	25.7%	26.7%	27.5%	28.3%	29.1%	30.0%
	Net Profit Margin	23.7%	24.6%	25.7%	26.7%	27.5%	28.3%	29.1%	30.0%
Balance Sheet	Cash & Equivalents	50,000	55,000	60,000	65,000	70,000	75,000	80,000	85,000
	Accounts Receivable	30,000	35,000	40,000	45,000	50,000	55,000	60,000	65,000
	Inventory	10,000	12,000	14,000	16,000	18,000	20,000	22,000	24,000
	Prepaid Expenses	5,000	6,000	7,000	8,000	9,000	10,000	11,000	12,000
	Other Assets	15,000	17,000	19,000	21,000	23,000	25,000	27,000	29,000
	Accounts Payable	(20,000)	(22,000)	(24,000)	(26,000)	(28,000)	(30,000)	(32,000)	(34,000)
	Long-Term Debt	(10,000)	(11,000)	(12,000)	(13,000)	(14,000)	(15,000)	(16,000)	(17,000)
	Equity	60,000	67,000	74,000	81,000	88,000	95,000	102,000	109,000
	Subtotal	130,000	147,000	159,000	171,000	183,000	195,000	207,000	219,000
	Capital Expenditure	(10,000)	(12,000)	(14,000)	(16,000)	(18,000)	(20,000)	(22,000)	(24,000)
Cash Flow	Operating Activities	20,000	25,000	30,000	35,000	40,000	45,000	50,000	55,000
	Investing Activities	(10,000)	(12,000)	(14,000)	(16,000)	(18,000)	(20,000)	(22,000)	(24,000)
	Financing Activities	(5,000)	(6,000)	(7,000)	(8,000)	(9,000)	(10,000)	(11,000)	(12,000)
	Net Change	5,000	7,000	9,000	11,000	13,000	15,000	17,000	19,000
	Free Cash Flow	15,000	18,000	21,000	24,000	27,000	30,000	33,000	36,000
	Operating Margin	16.7%	17.3%	17.9%	18.4%	18.8%	19.3%	19.8%	20.4%
	Free Cash Flow Margin	12.5%	13.8%	15.0%	16.0%	16.8%	17.6%	18.4%	19.2%
	Debt to Equity Ratio	0.17	0.16	0.16	0.16	0.16	0.16	0.16	0.16
	Current Ratio	1.5	1.6	1.7	1.8	1.9	2.0	2.1	2.2
	Subtotal	5,000	7,000	9,000	11,000	13,000	15,000	17,000	19,000
Key Ratios	Revenue Growth								