

Office Spaces Financial Executive Summary 2024

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Key Financial Highlights 2024

Executive Summary - Outstanding Performance

Revenue Achievement: \$4.8 Million (+129% YoY)

- Exceeded target by 18% (\$4.07M target)
- Monthly recurring revenue: \$400K+
- Q4 2024 run rate: \$5.2M annually

Profitability Metrics:

- Gross Profit Margin: 68%
- EBITDA: \$1.1M (22.9% margin)
- Net Profit: \$720K (15% margin)
- Cash Flow Positive: All quarters

Customer Metrics:

- Active Users: 19,600+
- ARPU: \$245/month
- Retention Rate: 87%
- NPS Score: 72 (Industry Leading)

Market Position:

- #2 in Calgary (28% market share)
- 15 active markets across Canada
- Technology leader in workspace solutions