

QUARTERLY PERFORMANCE REPORT

TechStart Inc. - Q2 2024

Report Date: July 15, 2024

EXECUTIVE SUMMARY

TechStart Inc. demonstrated strong growth in Q2 2024 with a revenue increase of 15% compared to the previous quarter. The company successfully enhanced its EBITDA margin to 25%, reflecting improved operational efficiency and cost management.

KPI DASHBOARD

Revenue	\$12.5M
Revenue vs Budget	+5%
EBITDA	\$3.125M
EBITDA Margin	25%
Cash Position	\$5.0M
Headcount	150

QUARTERLY COMPARISON

Metric	Current	Prior Quarter	YoY Change
Revenue	\$12.5M	\$10.87M	+20%
EBITDA	\$3.125M	\$2.68M	+18%
Gross Margin	55%	52%	+3%
Customer Count	4,200	3,950	+15%

OPERATIONAL HIGHLIGHTS

- Launched a new product line that has received positive customer feedback.
- Implemented new internal controls to improve financial reporting accuracy.

CHALLENGES & CONCERNS

- Supply chain disruptions affecting product availability and delivery timelines.
- Increased competition in the market requiring strategic adjustments.

OUTLOOK

Looking ahead to Q3 2024, TechStart Inc. aims to capitalize on its new product line and expand marketing efforts. The company will focus on strengthening supply chain partnerships to mitigate disruptions and enhance customer

satisfaction.

ACTION ITEMS

Item	Owner	Due Date
Develop a contingency plan for supply chain issues	John Smith	August 30, 2024
Initiate market research for additional product opportunities	Jane Doe	September 15, 2024