AnyCompany

Annual Business Review

Fiscal Year 2025

Prepared by: Office of the CFO

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Executive Summary

Fiscal Year 2025 marked a transformative year for AnyCompany. We achieved $847M in total revenue, representing a 14.2% year-over-year increase driven by strong performance in our North America and Asia Pacific regions. Our strategic investments in product innovation and market expansion delivered measurable results across all business units.

Key highlights for FY2025 include:

- Total revenue of $847M, up from $741M in FY2024 (14.2% growth)
- Operating margin improved to 18.3%, up from 16.7% in FY2024
- Customer base expanded by 23% to 14,200 active enterprise accounts
- Net Promoter Score (NPS) increased to 72 from 65
- Launched 3 new product lines contributing $94M in first-year revenue

Regional Performance Overview

All four operating regions contributed to growth in FY2025, with Asia Pacific leading at 22% year-over-year growth. The following table summarizes revenue by region:

Region	FY2025 Revenue	FY2024 Revenue	YoY Growth	Contribution
North America	$412M	$372M	10.8%	48.6%
Europe (EMEA)	$198M	$178M	11.2%	23.4%
Asia Pacific	$162M	$133M	21.8%	19.1%
Latin America	$75M	$58M	29.3%	8.9%

Latin America showed the strongest relative growth rate at 29.3%, driven by expansion into Brazil and Mexico. North America remains our largest market, contributing nearly half of total revenue.

Strategic Initiatives and Outcomes

Product Innovation

In FY2025, we launched three new product lines: AnyCompany Analytics Pro, AnyCompany Connect, and AnyCompany Automate. Together these products generated $94M in first-year revenue and attracted 2,100 new enterprise customers. AnyCompany Analytics Pro alone achieved a 34% attach rate among existing customers within six months of launch.

Market Expansion

We expanded operations into five new markets: Brazil, Mexico, South Korea, Indonesia, and the United Arab Emirates. Our go-to-market strategy focused on establishing local partnerships and adapting our product to regional compliance requirements. Early results are encouraging, with $42M in bookings from these new markets in H2 2025.

Customer Success

Our renewed focus on customer retention delivered a 96.2% gross retention rate (up from 93.8%) and a 118% net revenue retention rate. We attribute this improvement to our expanded Customer Success team, proactive health scoring, and the launch of our Premium Support tier which was adopted by 41% of enterprise accounts.

Operational Efficiency

We reduced cloud infrastructure costs by 12% through workload optimization while supporting 28% more transactions. Administrative overhead decreased by 8% through automation of finance and HR processes. These efficiency gains contributed directly to our improved operating margin.

FY2026 Outlook and Priorities

Looking ahead, we project revenue growth of 16-18% in FY2026, targeting $980M-$1B in total revenue. Our priorities for the year include:

- Accelerate AI-powered features across all product lines, targeting 50% feature adoption by Q3
- Expand Asia Pacific presence with dedicated data centers in Tokyo and Mumbai
- Achieve $200M in revenue from products launched in FY2025
- Improve operating margin to 20%+ through continued efficiency programs
- Complete SOC 2 Type II and ISO 27001 certifications for all product lines
- Grow headcount by 15% with focus on engineering and customer success

The Board has approved a $120M capital investment program focused on AI research, infrastructure expansion, and strategic acquisitions. We expect to announce our first acquisition in Q1 2026.

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