MANAGEMENT ACCOUNTS · JUNE 2026

A controlled month with improving margin

Management view of revenue, gross margin, cash, and operating variances.

REVENUE	GROSS MARGIN	NET BURN	CASH RUNWAY
$2.86m	**74.2%**	**$0.41m**	**27 mo**
+4.1% vs plan	+1.6 pts	-$0.09m vs plan	base plan

EXECUTIVE READ

Revenue finished above plan and infrastructure unit costs improved. Hiring timing reduced operating expense, while professional-services mix should be watched because it can lower margin in the next two months.

01

Revenue ahead of plan

Enterprise expansion offset a softer self-serve month. No single

02

Margin improved

Storage optimisation reduced infrastructure cost per active

03

Hiring timing helped cash

Three planned starts moved into July; the variance is timing, not

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Evidence, decisions, and a usable handoff

The complete file keeps the working structure editable and the review points visible.

P&L LINE	ACTUAL	PLAN	VARIANCE	COMMENT
Revenue	$2.86m	$2.75m	+$0.11m	Expansion
Cost of revenue	$0.74m	$0.77m	-$0.03m	Storage
Operating expense	$2.53m	$2.63m	-$0.10m	Hiring timing
Net burn	$0.41m	$0.50m	-$0.09m	Favourable

DECISION / NEXT REVIEW

Keep the July hiring plan, monitor services mix weekly, and retain the existing cash forecast.

QUALITY NOTE

Illustrative sample · fictional company and data. Values, names, and links in this sample must not be treated as production facts.