



# QUARTERLY BUSINESS REVIEW

April 28, 2025

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# AGENDA

- Help Needed
- Q1 Review
  - Revenue Trends
- Q2 Pipeline & Forecasts
  - Gap Closing Plan
- 2025 FY Outlook and Plan

# HELP NEEDED

Meetings?

Marketing?

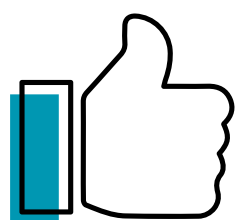
Leadership Support?

Operations?

Product?

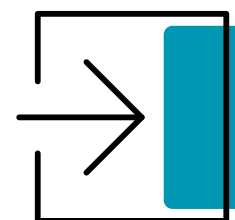
Technology?

# Q1 REVIEW



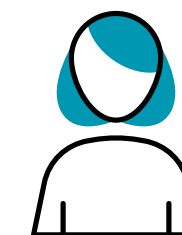
## Key Account Expansion

- Successfully launched Carfax Canada's for Life Program bringing on 123 new dealers in the quarter.
- Procurement complete for Epsilon.



## Upsell

- Signed 2 SOWs for RecordRecharge.
  - Client 123
  - Client 345

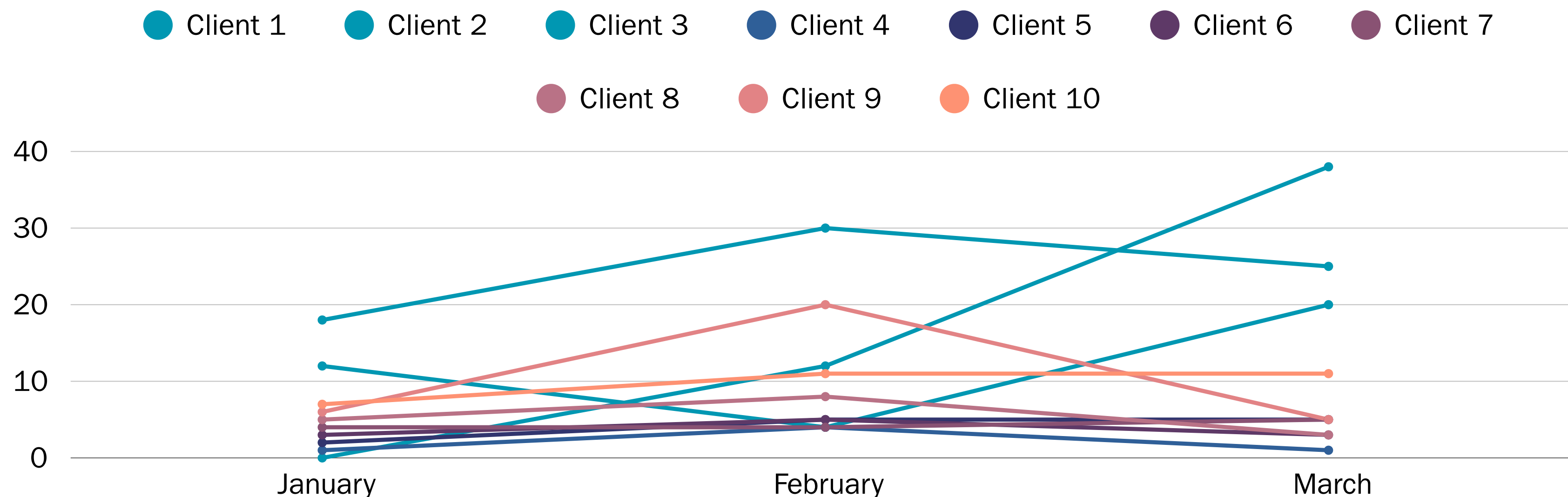


## Churn

Reduced dealers cancelled for book of business by 123

# CLIENT REVENUE TREND

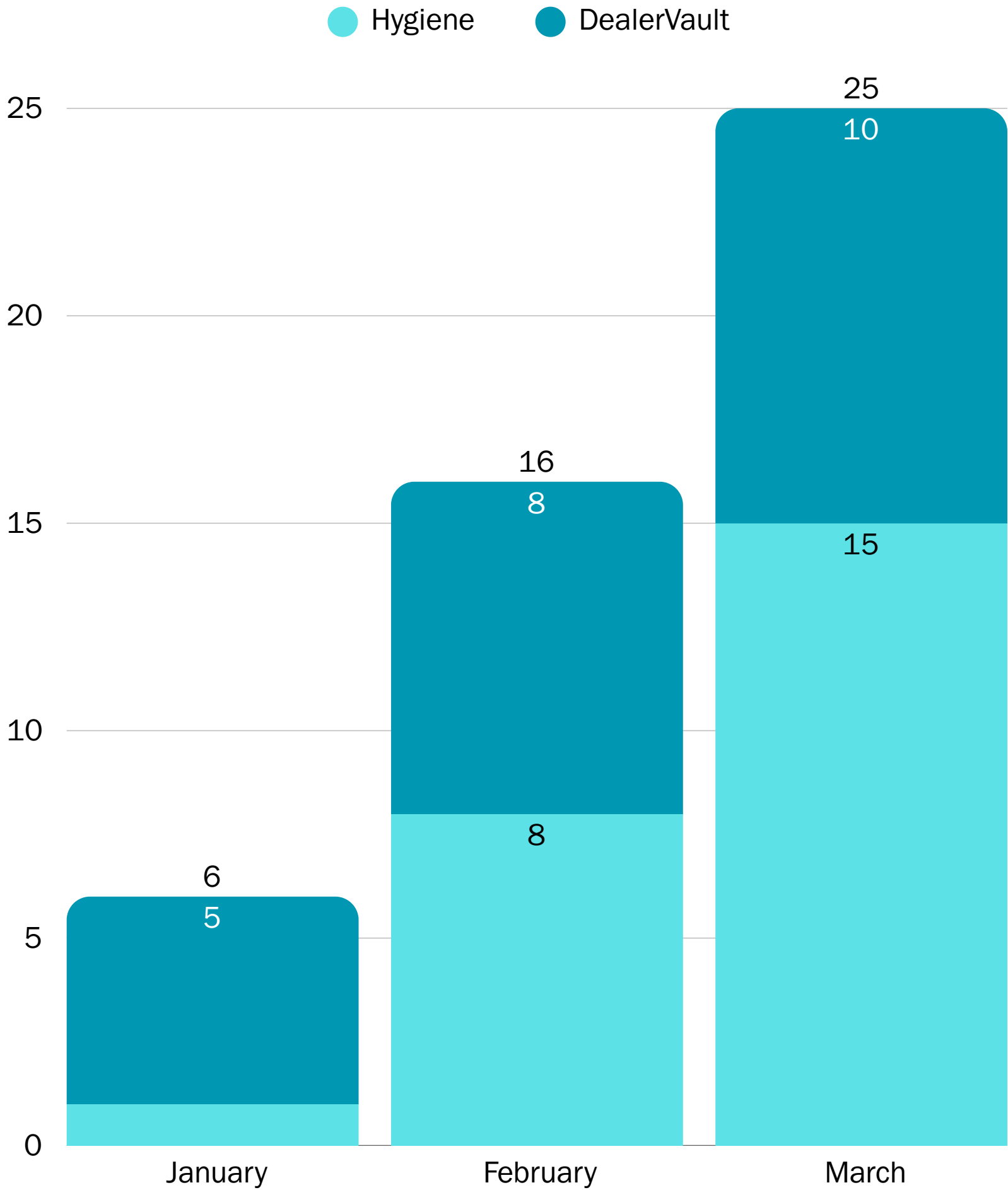
COMPARED TO THE PREVIOUS QUARTER, Q1 2025 SAW A 15% INCREASE IN REVENUE.



# BOOK OF BUSINESS

## Revenue Growth

OUR MONTHLY SALES HAS BEEN STEADILY INCREASING IN THE PAST FIVE MONTHS.



# SALES FORECAST & CALLS

Q2 2025



# Q2 PIPELINE

[illegible]



# Q2 SALES FORECASTS

2025 Target	Q2 Forecast	Q3 Forecast	Q4 Forecast	

Called Clients
Vendor 1
Vendor 2

Quarter	123123123
Quarter Gap	123123123
% of Quota Attainment for Quarter	%%%
Gap YTD	123123123
% of Quota Attainment YTD	%%%

# GAP CLOSING PLAN

01    Action

02    Action

03    Action

04    Action

05    Action

