

Ratatouille — Business Report

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What to focus on

- Cash this month (\$2,772) is \$867 above run-rate — a bulk-buy windfall, not new growth. Earned income is \$2,178.
- CORE drives volume (42% of revenue) but PRO is your margin leader (55% vs 53%).

Headline

Run-rate rev / mo \$1,905	Earned this mo \$2,178	Cash this mo \$2,772	3-mo avg cash \$2,112	Active clients 12	Est. LTV / client \$665	Cash on hand \$12,462
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Monthly performance

Month	New	Cash in	Earned	Net cash	Units	Proj.	Δ	MoM
2026-07	0	\$2,772	\$2,178	\$2,702	42	—	—	+40%
2026-06	1	\$1,980	\$2,442	\$1,910	30	\$1,905	\$75	-29%
2026-05	2	\$2,772	\$2,046	\$2,702	42	\$1,905	\$867	+75%
2026-04	2	\$1,584	\$1,650	\$1,584	24	\$1,905	\$-321	-20%
2026-03	4	\$1,980	\$1,254	\$1,980	30	—	—	+150%
2026-02	2	\$792	\$594	\$792	12	—	—	—

Growth & retention

Month	New	Churned	Net	Still active	Retention
2026-07	0	0	+0	0	—
2026-06	1	1	+0	1	100%
2026-05	2	0	+2	2	100%
2026-04	2	0	+2	2	100%
2026-03	4	0	+4	3	75%
2026-02	2	0	+2	2	100%

Concentration & risk

Top client 14%	Top 3 36%	Distributor 0%
Client	\$ / mo	Share
T. Haddad	\$267	14%
L. Ivanov	\$247	13%
K. Nguyen	\$170	9%
S. Reyes	\$146	8%
C. Wu	\$146	8%
M. Bianchi	\$141	7%
A. Feld	\$141	7%
N. Brooks	\$141	7%

Product & margin

Product	Clients	Revenue	Gross	Margin	% of gross
CORE	6	\$797	\$418	53%	41%
PLUS	4	\$594	\$320	54%	31%
PRO	2	\$514	\$282	55%	28%

Cash & runway

Cash on hand \$12,462	Net flow / mo \$2,065	Runway cash-flow +	Next restock \$7,230
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Next restock covered; \$5,232 left after.

Cash = when money landed · Earned = as supply is consumed · Run-rate = steady-state from the active base.