

# QUARTERLY PERFORMANCE REPORT

## Meridian Holdings - Q4 2023

Report Date: January 15, 2024

### EXECUTIVE SUMMARY

In Q4 2023, Meridian Holdings demonstrated solid growth driven by increased market demand and successful product launches. Revenue exceeded expectations, resulting in improved EBITDA margins, further strengthening our financial position.

### KPI DASHBOARD

Revenue	\$45M
Revenue vs Budget	+10%
EBITDA	\$12M
EBITDA Margin	26.67%
Cash Position	\$20M
Headcount	150

### QUARTERLY COMPARISON

Metric	Current	Prior Quarter	YoY Change
Revenue	\$45M	\$40M	+15%
EBITDA	\$12M	\$10M	+20%
Gross Margin	55%	52%	+3%
Customer Count	4,200	4,000	+10%

### OPERATIONAL HIGHLIGHTS

- Launched the new product line which contributed an additional \$5M in revenue.
- Achieved record customer satisfaction scores.

### CHALLENGES & CONCERNS

- Supply chain disruptions caused delays in product availability.
- Increased competition in the market.

### OUTLOOK

For Q1 2024, we expect further growth as we capitalize on holiday season sales and continue to enhance our product offerings. Key focus areas will include optimizing supply chain logistics and expanding marketing efforts to strengthen

market presence.

ACTION ITEMS

Item	Owner	Due Date
Develop a strategy for mitigating supply chain risks	Jane Doe	February 28, 2024