

# QUARTERLY PERFORMANCE REPORT

## Meridian Holdings - Q3 2024

Report Date: October 15, 2024

### EXECUTIVE SUMMARY

In Q3 2024, Meridian Holdings achieved steady revenue growth and improved EBITDA margins, driven by increased customer acquisition and operational efficiencies. The company remains well-positioned for future growth despite facing some market challenges.

### KPI DASHBOARD

Revenue	\$23.5M
Revenue vs Budget	+5%
EBITDA	\$6.2M
EBITDA Margin	26.4%
Cash Position	\$10.1M
Headcount	180

### QUARTERLY COMPARISON

Metric	Current	Prior Quarter	YoY Change
Revenue	\$23.5M	\$22.0M	+15%
EBITDA	\$6.2M	\$5.8M	+20%
Gross Margin	45%	44%	+1%
Customer Count	5,200	5,000	+12%

### OPERATIONAL HIGHLIGHTS

- Launched a new marketing campaign that increased customer engagement by 30%.
- Improved operational efficiency, reducing costs by 8%.

### CHALLENGES & CONCERNS

- Increased competition leading to pricing pressures in certain segments.
- Supply chain volatility affecting raw material costs.

### OUTLOOK

For Q4 2024, Meridian Holdings aims to focus on expanding its market reach and improving customer retention strategies. The company is also exploring strategic partnerships to enhance product offerings.

ACTION ITEMS

Item	Owner	Due Date
Develop a customer retention program	Sarah Johnson	November 30, 2024
Conduct a competitive analysis to assess market positioning	James Wong	December 15, 2024