

QUARTERLY PERFORMANCE REPORT

Urban Dynamics - Q2 2023

Report Date: July 15, 2023

EXECUTIVE SUMMARY

In Q2 2023, Urban Dynamics experienced a solid performance with a revenue growth of 12% compared to the prior quarter. The company continued to enhance its operational efficiencies while expanding its customer base, setting the stage for sustainable growth moving forward.

KPI DASHBOARD

Revenue	\$5.6M
Revenue vs Budget	+5%
EBITDA	\$1.2M
EBITDA Margin	21.4%
Cash Position	\$3.4M
Headcount	150

QUARTERLY COMPARISON

Metric	Current	Prior Quarter	YoY Change
Revenue	\$5.6M	\$5.0M	+20%
EBITDA	\$1.2M	\$1.0M	+25%
Gross Margin	45%	42%	+3%
Customer Count	2,500	2,300	+10%

OPERATIONAL HIGHLIGHTS

- Launched a new product line that received positive customer feedback.
- Achieved record customer satisfaction scores.

CHALLENGES & CONCERNS

- Supply chain disruptions due to ongoing global issues impacting product availability.
- Increased competition in key markets.

OUTLOOK

For Q3 2023, Urban Dynamics anticipates continued growth driven by new product offerings and market expansion strategies. Focus will be on enhancing customer retention and addressing supply chain challenges to maintain service

levels.

ACTION ITEMS

Item	Owner	Due Date
Develop a contingency plan for supply chain disruptions	Sarah Johnson	August 1, 2023