

QUARTERLY PERFORMANCE REPORT

Meridian Holdings - Q4 2023

Report Date: January 15, 2024

EXECUTIVE SUMMARY

Meridian Holdings achieved robust growth in Q4 2023, with a significant increase in revenue and EBITDA compared to the previous quarter. The company continues to strengthen its market position while navigating operational challenges.

KPI DASHBOARD

Revenue	\$25M
Revenue vs Budget	+5%
EBITDA	\$6M
EBITDA Margin	24%
Cash Position	\$10M
Headcount	150

QUARTERLY COMPARISON

Metric	Current	Prior Quarter	YoY Change
Revenue	\$25M	\$23M	+20%
EBITDA	\$6M	\$5M	+25%
Gross Margin	40%	38%	+3%
Customer Count	3,500	3,300	+15%

OPERATIONAL HIGHLIGHTS

- Successfully launched a new product line, contributing to revenue growth.
- Expanded market presence in key regions.

CHALLENGES & CONCERNS

- Supply chain disruptions led to delays in product delivery.
- Increased competition in the market.

OUTLOOK

Looking ahead to Q1 2024, Meridian Holdings aims to capitalize on the momentum from Q4 while addressing supply chain challenges. The focus will be on enhancing customer engagement and exploring new market opportunities.

ACTION ITEMS

Item	Owner	Due Date
Develop a strategy to mitigate supply chain disruptions	Sarah Johnson	February 28, 2024