

QUARTERLY PERFORMANCE REPORT

Acme Corporation - Q1 2023

Report Date: April 15, 2023

EXECUTIVE SUMMARY

In Q1 2023, Acme Corporation achieved significant growth driven by increased demand for our flagship products. The company outperformed revenue expectations, resulting in a solid EBITDA margin that reflects operational efficiency.

KPI DASHBOARD

Revenue	\$12.5M
Revenue vs Budget	+15%
EBITDA	\$3.1M
EBITDA Margin	24.8%
Cash Position	\$5.6M
Headcount	150

QUARTERLY COMPARISON

Metric	Current	Prior Quarter	YoY Change
Revenue	\$12.5M	\$10.8M	+25%
EBITDA	\$3.1M	\$2.5M	+40%
Gross Margin	45%	43%	+2%
Customer Count	4,200	3,800	+10%

OPERATIONAL HIGHLIGHTS

- Successfully launched the new product line, resulting in a 20% increase in sales.
- Achieved record customer satisfaction scores.

CHALLENGES & CONCERNS

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

OUTLOOK

Looking ahead to Q2 2023, we expect to maintain our growth trajectory with continued focus on product innovation and market expansion. We aim to address supply chain challenges and improve inventory management.

ACTION ITEMS

Item	Owner	Due Date
Develop a contingency plan for supply chain disruptions	John Doe	May 15, 2023