

QUARTERLY PERFORMANCE REPORT

GreenField Energy - Q1 2023

Report Date: April 15, 2023

EXECUTIVE SUMMARY

In Q1 2023, GreenField Energy achieved a strong performance with a revenue increase of 12% compared to the previous quarter. The company continued to enhance its operational efficiency while maintaining a solid cash position to support future growth initiatives.

KPI DASHBOARD

Revenue	\$25M
Revenue vs Budget	+5%
EBITDA	\$7M
EBITDA Margin	28%
Cash Position	\$15M
Headcount	150

QUARTERLY COMPARISON

Metric	Current	Prior Quarter	YoY Change
Revenue	\$25M	\$22.3M	+20%
EBITDA	\$7M	\$6.2M	+25%
Gross Margin	40%	38%	+3%
Customer Count	2,450	2,300	+10%

OPERATIONAL HIGHLIGHTS

- Successfully launched the new solar panel installation service in two additional states.
- Achieved record customer satisfaction scores across all service lines.

CHALLENGES & CONCERNS

- Facing increased competition in the solar energy market impacting pricing strategies.
- Supply chain volatility for solar components.

OUTLOOK

For Q2 2023, GreenField Energy aims to leverage the successful launch of new services to expand market share further. The focus will be on improving supply chain logistics and enhancing customer service to mitigate challenges.

faced in Q1.

ACTION ITEMS

Item	Owner	Due Date
Develop a strategy to address supply chain delays	Sarah Thompson	May 15, 2023
Create a pricing strategy to remain competitive in the market	James Lee	May 30, 2023