

QUARTERLY PERFORMANCE REPORT

Acme Corporation - Q4 2023

Report Date: January 15, 2024

EXECUTIVE SUMMARY

Acme Corporation demonstrated strong performance in Q4 2023, achieving significant growth in revenue and EBITDA compared to the prior quarter. The company's strategic investments and operational efficiencies have positioned it for continued success moving into 2024.

KPI DASHBOARD

Revenue	\$45M
Revenue vs Budget	+5%
EBITDA	\$12M
EBITDA Margin	26.7%
Cash Position	\$10M
Headcount	250

QUARTERLY COMPARISON

Metric	Current	Prior Quarter	YoY Change
Revenue	\$45M	\$42M	+15%
EBITDA	\$12M	\$11M	+20%
Gross Margin	50%	48%	+2%
Customer Count	5,000	4,800	+10%

OPERATIONAL HIGHLIGHTS

- Launched new product line that exceeded initial sales forecasts by 30%.
- Successful market expansion into new regions.

CHALLENGES & CONCERNS

- Supply chain disruptions affecting the timely delivery of raw materials.
- Intensifying competition in key markets.

OUTLOOK

Looking ahead to Q1 2024, Acme Corporation aims to enhance product offerings and further penetrate existing markets. Continued focus will be on optimizing supply chain operations to mitigate current challenges.

ACTION ITEMS

Item	Owner	Due Date
Review and optimize supplier contracts to reduce lead times	Jane Smith	February 15, 2024
Conduct a market analysis for the new product line	John Doe	February 28, 2024