

# QUARTERLY PERFORMANCE REPORT

## Meridian Holdings - Q3 2024

Report Date: October 15, 2024

### EXECUTIVE SUMMARY

In Q3 2024, Meridian Holdings experienced a strong quarter with revenue growth driven by increased demand in key segments. The company has successfully enhanced its operational efficiencies, leading to improved EBITDA margins.

### KPI DASHBOARD

Revenue	\$25M
Revenue vs Budget	+5%
EBITDA	\$6.5M
EBITDA Margin	26%
Cash Position	\$10M
Headcount	150

### QUARTERLY COMPARISON

Metric	Current	Prior Quarter	YoY Change
Revenue	\$25M	\$24M	+15%
EBITDA	\$6.5M	\$6M	+18%
Gross Margin	50%	48%	+2%
Customer Count	3,200	3,100	+10%

### OPERATIONAL HIGHLIGHTS

- Successfully launched a new product line that exceeded sales projections by 20%.
- Implemented new logistics system, reducing shipping times by 15%.

### CHALLENGES & CONCERNS

- Supply chain disruptions affecting raw material availability.
- Increased competition in key markets.

### OUTLOOK

For Q4 2024, Meridian Holdings anticipates continued growth driven by holiday season sales and expansion into new markets. The focus will be on enhancing customer engagement and optimizing supply chain processes.

ACTION ITEMS

Item	Owner	Due Date
Develop a strategic plan to mitigate supply chain risks	John Smith	November 30, 2024
Prepare marketing strategy for new product launch	Sarah Johnson	December 15, 2024