

QUARTERLY PERFORMANCE REPORT

Meridian Holdings - Q1 2023

Report Date: April 15, 2023

EXECUTIVE SUMMARY

In Q1 2023, Meridian Holdings experienced a robust growth trajectory, achieving a revenue increase of 15% compared to the prior quarter. The company also enhanced its EBITDA margin, showcasing improved operational efficiency.

KPI DASHBOARD

Revenue	\$45M
Revenue vs Budget	+5%
EBITDA	\$12M
EBITDA Margin	26.7%
Cash Position	\$20M
Headcount	250

QUARTERLY COMPARISON

Metric	Current	Prior Quarter	YoY Change
Revenue	\$45M	\$39M	+15%
EBITDA	\$12M	\$10M	+20%
Gross Margin	40%	38%	+2%
Customer Count	12,500	11,800	+5.9%

OPERATIONAL HIGHLIGHTS

- Successfully launched the new product line, which contributed to a 10% increase in sales.
- Streamlined supply chain operations, resulting in a 5% reduction in costs.

CHALLENGES & CONCERNS

- Rising raw material costs impacting profit margins.
- Difficulties in recruiting specialized talent in key markets.

OUTLOOK

For Q2 2023, Meridian Holdings aims to maintain its growth momentum by expanding its marketing efforts and optimizing operational efficiencies. The focus will also be on addressing labor shortages through enhanced recruitment strategies.

ACTION ITEMS

Item	Owner	Due Date
Develop a targeted marketing campaign for the new product line	Jessica Thompson	May 30, 2023
Conduct a review of supply chain strategies to mitigate cost increases	Michael Lee	June 15, 2023