

GulfBird

Q2 2023 Earnings

Jun /30

Q1 Highlight

New Client

We added new small and micro-chain pharmacies to our portfolio.

New international brands

We added more international brand to our portfolio.

- Nutry Nuts
- Antangin

Earnings Highlights

Total Sales

2.9M SAR

Total Gross Profit

1.4M SAR

Total Net Profit

1M SAR

Margin of Error

0.001 %

Gross Margin

50 %

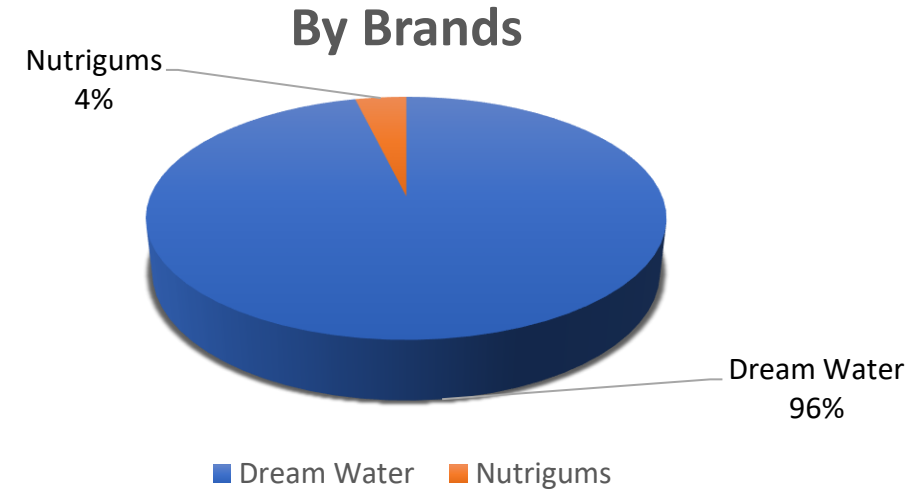
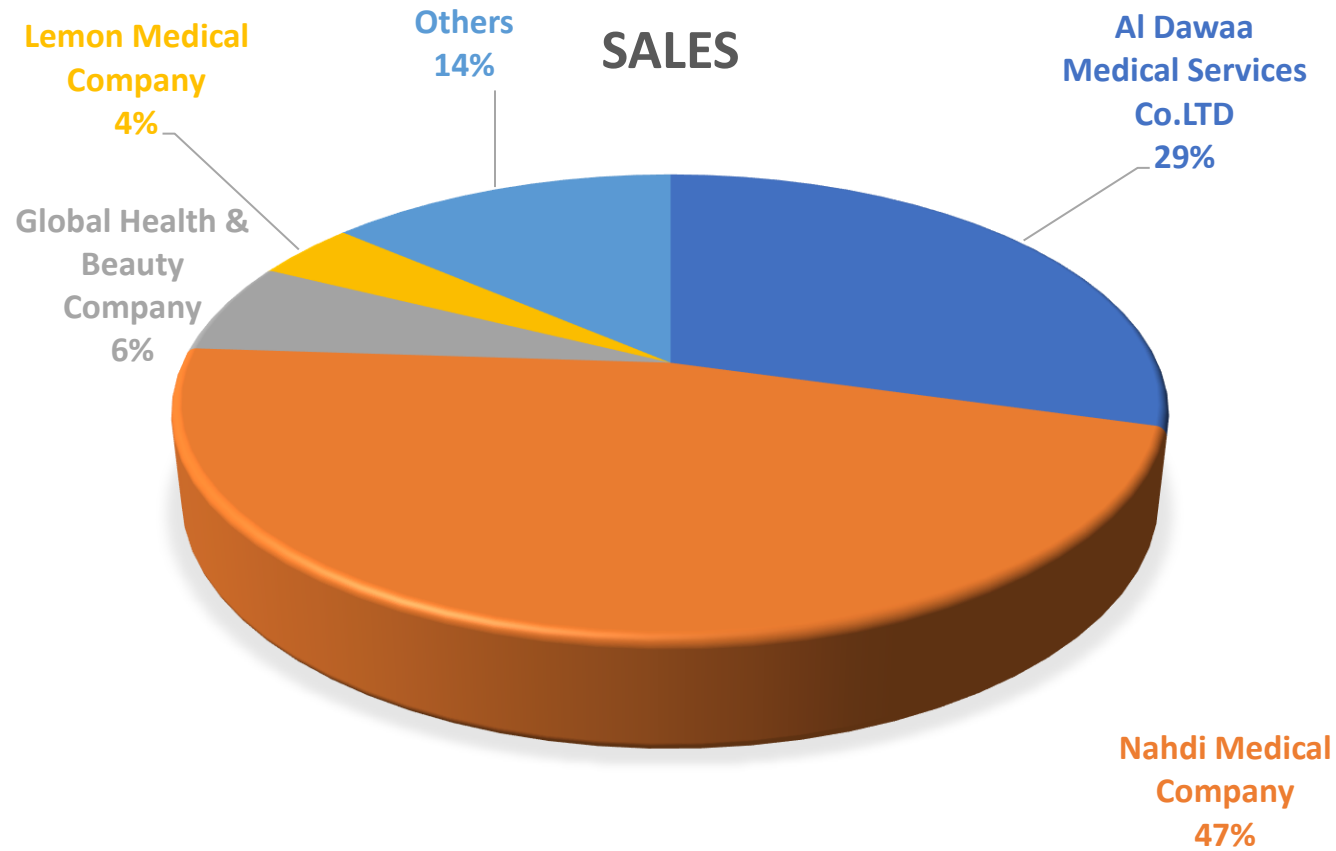
Net Profit Margin

34 %

Income Statement

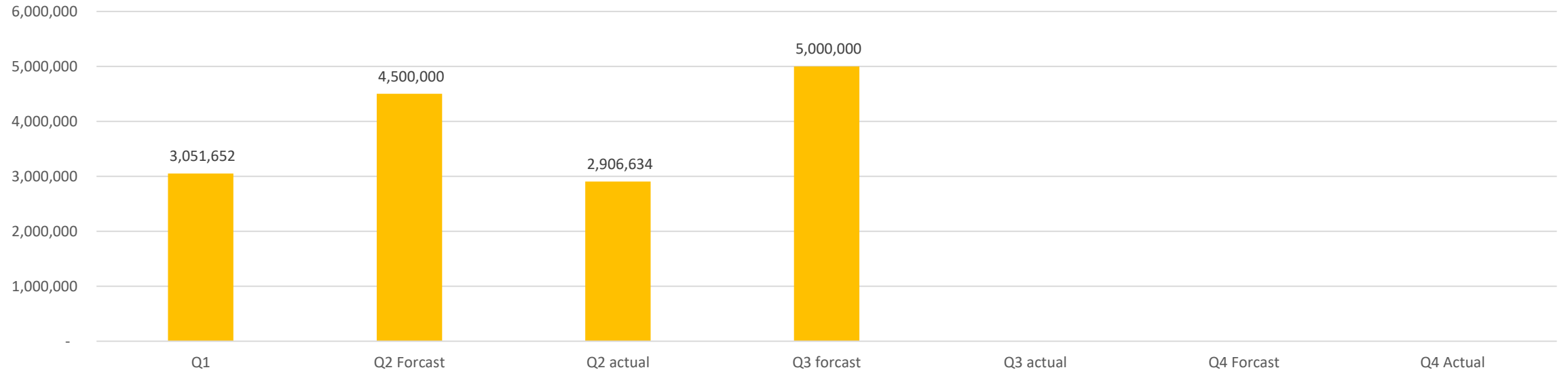
	Q1	Q2	Q3	Q4	Total
Revenue	3,051,652	2,906,634			
COGS	1,709,635	1,450,373			
Gross profit	1,342,016	1,456,261			
Expenses	197,022	433,030			
Net Income	1,144,994	1,023,231			
Gross Profit	43%	50%			
Profit Margin	36%	35%			

Sales Breakdown



Actual Sales

Revenue



Forecasted

Expenses Budget

2023	Q1		Q2		Q3		
Expenses	Expected	Actual	Variance	Expected	Actual	Variance	Expected
Management Salaries	SAR 38,475	SAR 38,477	-SAR 2	SAR 69,000	SAR 58,827	SAR 10,173	SAR 58,827
Operation Salaries	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0
Office Rent	SAR 12,000	SAR 12,000	SAR 0	SAR 12,000	SAR 12,000	SAR 0	SAR 12,000
Warehouse Rent	SAR 21,000	SAR 4,583	SAR 16,417	SAR 21,000	SAR 14,000	SAR 7,000	SAR 21,000
Government Expenses	SAR 35,000	SAR 18,825	SAR 16,175	SAR 35,000	SAR 29,797	SAR 5,203	SAR 31,000
Other Expenses	SAR 7,000	SAR 11,475	-SAR 4,475	SAR 7,000	SAR 85,331	-SAR 78,331	SAR 20,000
Listing fees	SAR 0	SAR 35,000	-SAR 35,000	SAR 5,000	SAR 5,000	SAR 0	SAR 30,000
Loan	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0
GOSI	SAR 2,933	SAR 2,933	SAR 0	SAR 1,950	SAR 1,919	SAR 31	SAR 900
Postal code (wasel)	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0
Marketing Expenses	SAR 5,000	SAR 14,500	-SAR 9,500	SAR 5,000	SAR 4,072	SAR 928	SAR 5,000
Merchandising	SAR 12,000	SAR 0	SAR 12,000	SAR 37,000	SAR 8,250	SAR 28,750	SAR 0
Maintenance Expenses	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 15,000
Electric & water Expenses	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0
Insurance	SAR 15,000	SAR 2,975	SAR 12,025	SAR 6,000	SAR 2,070	SAR 3,930	SAR 15,000
Traveling	SAR 0	SAR 2,600	-SAR 2,600	SAR 1,000	SAR 4,000	-SAR 3,000	SAR 20,000
Logistic	SAR 20,000	SAR 2,606	SAR 17,394	SAR 5,000	SAR 160,291	-SAR 155,291	SAR 20,000
Audit	SAR 0	SAR 0	SAR 0	SAR 0	SAR 9,675	-SAR 9,675	SAR 0
Consultaion	SAR 20,000	SAR 1,875	SAR 18,125	SAR 20,000	SAR 0	SAR 20,000	SAR 10,000
Office Supplies	SAR 0	SAR 0	SAR 0	SAR 2,000	SAR 1,007	SAR 993	SAR 0
telecommunication	SAR 813	SAR 1,294	-SAR 481	SAR 900	SAR 652	SAR 248	SAR 800
Subscriptions	SAR 1,200	SAR 704	SAR 497	SAR 1,200	SAR 1,089	SAR 111	SAR 1,200
Design	SAR 0	SAR 0	SAR 0	SAR 0	SAR 1,050	-SAR 1,050	SAR 1,500
Gifts	SAR 0	SAR 0	SAR 0	SAR 1,000	SAR 0	SAR 1,000	SAR 0
Voucher	SAR 0	SAR 15,176	-SAR 15,176	SAR 12,000	SAR 10,500	SAR 1,500	SAR 0
Bounes	SAR 0	SAR 32,000	-SAR 32,000	SAR 0	SAR 23,500	-SAR 23,500	SAR 0
Total Expenses	SAR 190,421	SAR 197,022	-SAR 6,602	SAR 242,050	SAR 433,030	-SAR 190,980	SAR 262,227

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