

GulfBird

Q4 2022 Earnings

Dec /31

Q4 Highlight

Al Nahdi Expansion

Approved expansion for 1,300 branch by end of 2023 year

Two international brands

We added two international brand to our portfolio.

- Simply protein
- Boodiez

Sold out

Demand is higher than supply

Earnings Highlights

Total Sales

2.2M SAR ↑ 11%

Increase Sales from previous quarters

Margin of Error

0.001 %

Only one pack missing from total deliveries.

Total Gross Profit

715K SAR ↓ 12%

From previous quarters : All shipment comes by Air, increase Selling to Al Nahdi 55% margin

Gross Margin

32 %

From previous quarters.

Total Net Profit

466K SAR ↓ 33%

From previous Quarter

Net Profit Margin

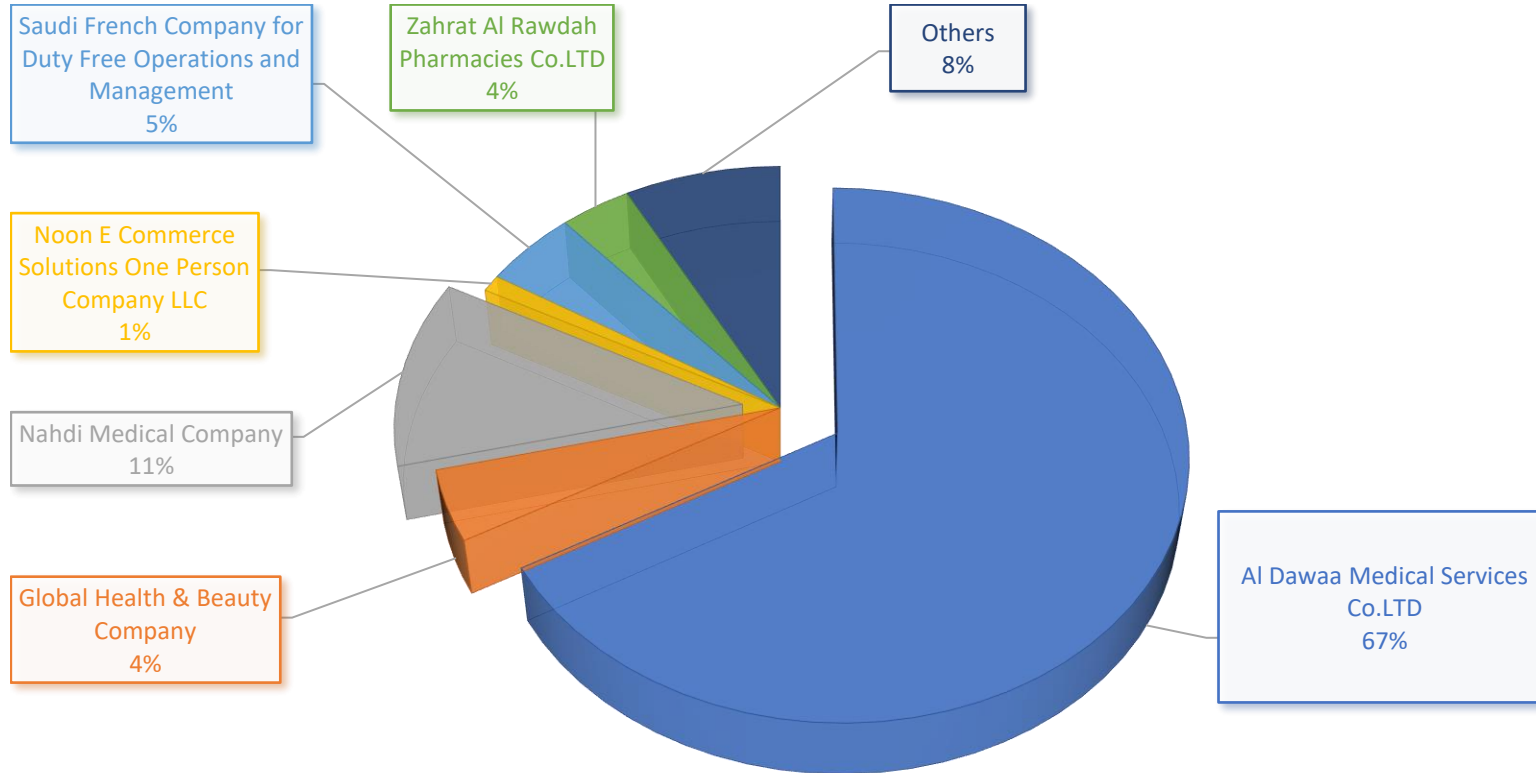
21 %

From previous quarters

Income Statement

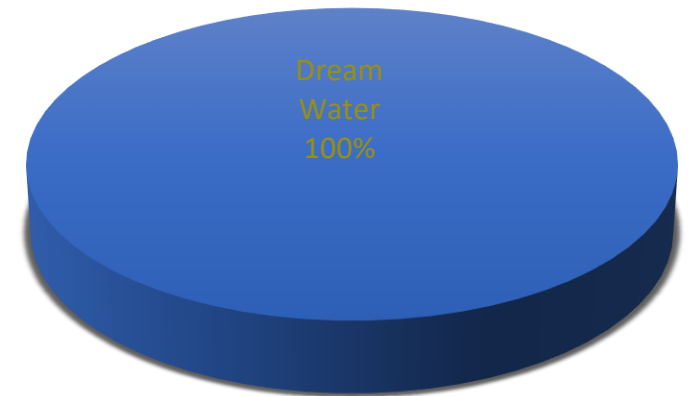
	Q1	Q2	Q3	Q4	Total
Revenue	404,562	522,051	1,970,377	2,224,585	5,121,575
COGS	259,377	260,701	1,172,526	1,509,668	3,202,272
Gross profit	145,185	261,350	797,851	714,917	1,919,303
Expenses	81,600	97,455	179,448	248,658	607,161
Net Income	63,585	163,895	618,403	466,259	1,312,142
Gross Profit	36%	50%	40%	32%	37%
Profit Margin	16%	31%	31%	21%	26%

Sales Breakdown



SALES BY CLIENT

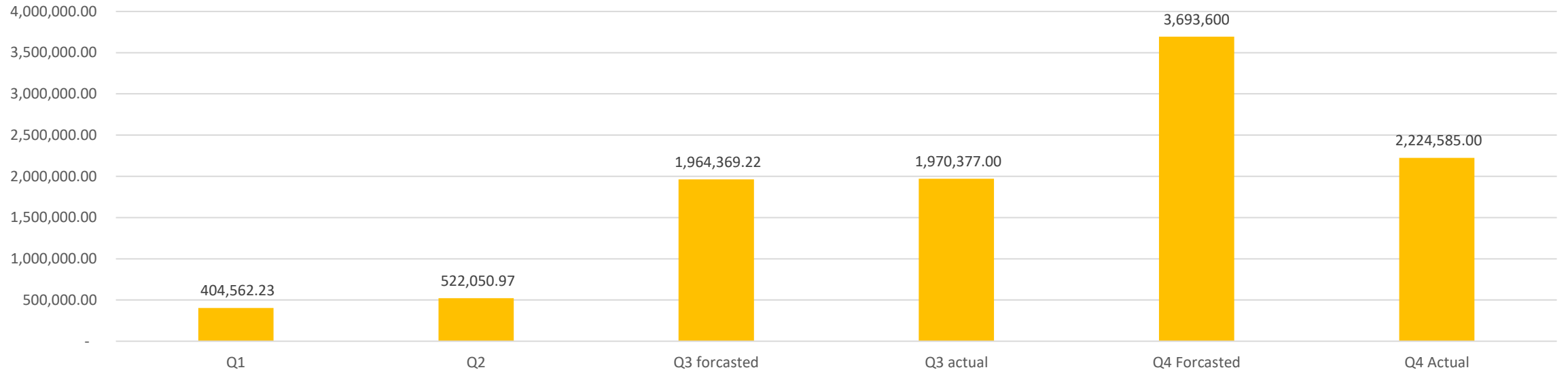
By Brands



■ Dream Water

Actual Sales

Revenue



Forecasted

Forecasted

Expenses Budget

2022	Q1	Q2	Q3	Q4	2023 Q1				
Expenses	Actual	Actual	Expected	Actual	Variance	Expected	Actual	Variance	Expected
Management Salaries	SAR 38,481	SAR 38,481	SAR 38,475	SAR 38,481	-SAR 6	SAR 38,481	SAR 38,481	SAR 0	SAR 38,475
Operation Salaries	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0
Office Rent	SAR 12,000	SAR 12,000	SAR 12,000	SAR 12,000	SAR 0	SAR 12,000	SAR 12,000	SAR 0	SAR 12,000
Warehouse Rent	SAR 0	SAR 14,000	SAR 21,000	SAR 21,000	SAR 0	SAR 21,000	SAR 28,000	-SAR 7,000	SAR 21,000
Government Expenses	SAR 8,150	SAR 7,450	SAR 31,000	SAR 7,532	SAR 23,468	SAR 25,000	SAR 15,171	SAR 9,829	SAR 35,000
Other Expenses	SAR 13,587	SAR 12,828	SAR 7,000	SAR 23,808	-SAR 16,808	SAR 24,000	SAR 72,141	-SAR 48,141	SAR 7,000
Listing fees	SAR 0	SAR 0	SAR 0	SAR 10,000	-SAR 10,000	SAR 30,000	SAR 6,522	SAR 23,478	SAR 0
Loan	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0
GOSI	SAR 2,952	SAR 1,955	SAR 2,933	SAR 3,910	-SAR 978	SAR 2,993	SAR 2,933	SAR 61	SAR 2,933
Postal code (wasel)	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0
Marketing Expenses	SAR 8,313	SAR 8,313	SAR 5,000	SAR 5,955	-SAR 955	SAR 6,000	SAR 0	SAR 6,000	SAR 5,000
Merchandising	SAR 0	SAR 0	SAR 12,000	SAR 9,630	SAR 2,370	SAR 0	SAR 0	SAR 0	SAR 12,000
Maintenance Expenses	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0
Electric & water Expenses	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0
Insurance	SAR 1,957	-SAR 1,957	SAR 15,000	SAR 7,495	SAR 7,505	SAR 0	SAR 3,033	-SAR 3,033	SAR 15,000
Traveling	SAR 900	SAR 1,900	SAR 0	SAR 2,014	-SAR 2,014	SAR 2,014	SAR 7,883	-SAR 5,869	SAR 0
Logistic	SAR 245	SAR 746	SAR 20,000	SAR 35,257	-SAR 15,257	SAR 35,000	SAR 1,093	SAR 33,908	SAR 20,000
Audit	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 20,700	-SAR 20,700	SAR 0
Consultaion	SAR 938	SAR 0	SAR 20,000	SAR 0	SAR 20,000	SAR 27,500	SAR 0	SAR 27,500	SAR 20,000
Office Supplies	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 1,000	SAR 358	SAR 642	SAR 0
telecommunication	SAR 1,036	SAR 0	SAR 813	SAR 813	SAR 0	SAR 950	SAR 247	SAR 703	SAR 813
Subscriptions	SAR 1,354	SAR 1,942	SAR 1,200	SAR 1,552	-SAR 352	SAR 2,000	SAR 2,647	-SAR 647	SAR 1,200
Design	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 5,000	-SAR 5,000	SAR 0
Gifts	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 511	-SAR 511	SAR 0
Bounes	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	SAR 32,000	-SAR 32,000	SAR 0
Total Expenses	SAR 89,913	SAR 97,658	SAR 186,421	SAR 179,447	SAR 6,973	SAR 227,938	SAR 248,718	-SAR 20,780	SAR 190,421

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