

GulfBird

Q3 2022 Earnings

Sep/30

Q3 Highlight

Al Nahdi Expansion

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

Two international brands

We added two international brand to our portfolio.

- Nutrigums
- Healthries

Sold out

Demand is higher than supply

Earnings Highlights

Total Sales

1.9M SAR ↑ 276%

Increase Sales from previous quarters

Total Gross Profit

1.03M SAR ↑ 294%

SAR

From previous quarters

Total Net Profit

852K SAR ↑ 430%

From previous Quarter

Margin of Error

0.001 %

Only one pack missing from total deliveries.

Gross Margin

52 % ↑ 4%

From previous quarters.

Net Profit Margin

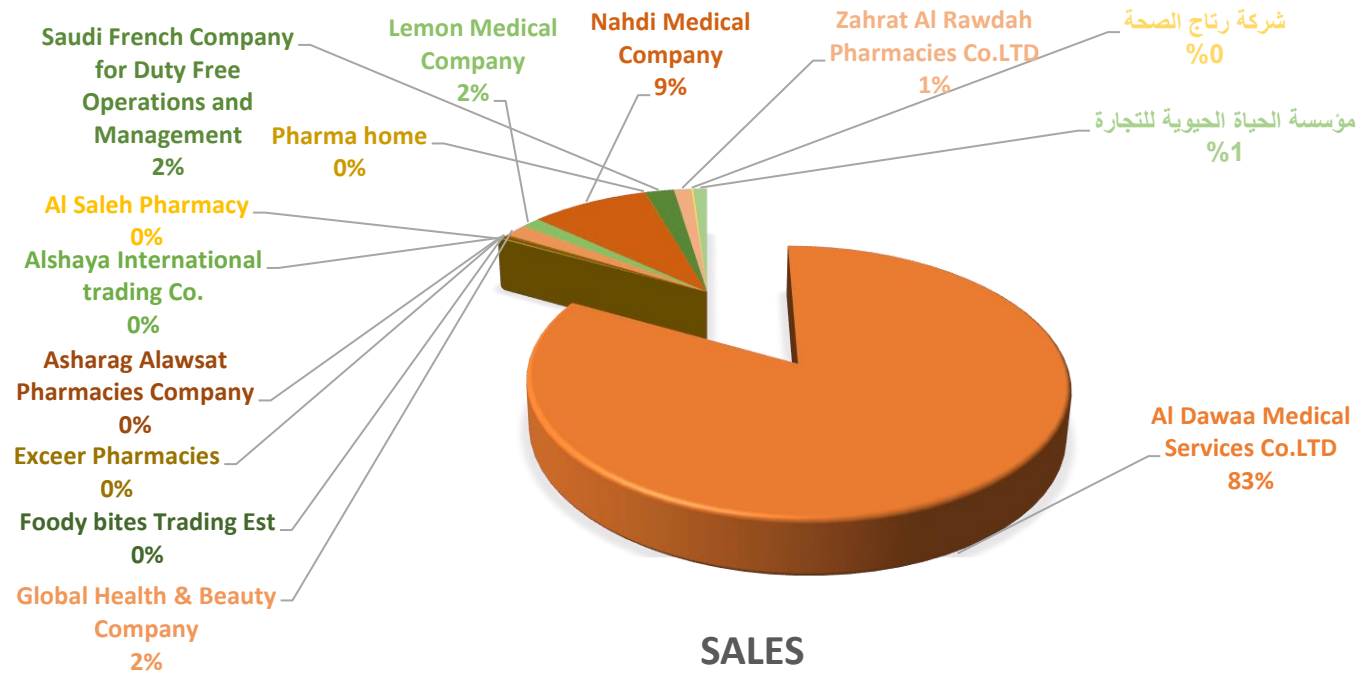
43 % ↑ 39%

From previous quarters

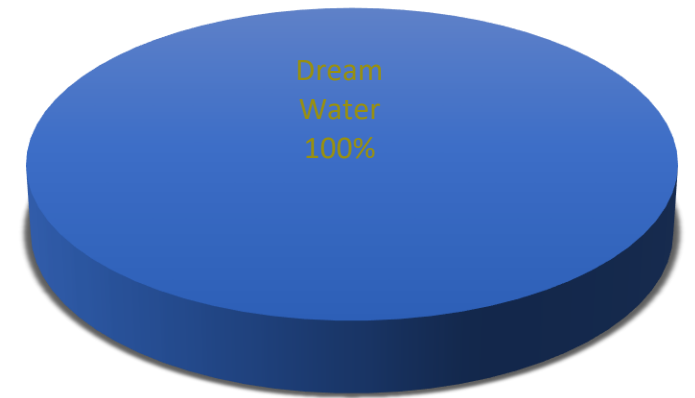
Income Statement

		Q1	Q2	Q3	Total
Revenue		404,562	522,051	1,970,377	2,896,990
COGS		259,377	260,700	938,298	1,458,375
Gross Profit		145,185	261,351	1,032,079	1,438,615
Expenses		81,643	100,490	177,617	359,750
Net Income		63,542	160,861	854,462	1,078,865
Gross Margin		36%	50%	52%	50%
Profit Margin		16%	31%	43%	37%

Sales Breakdown



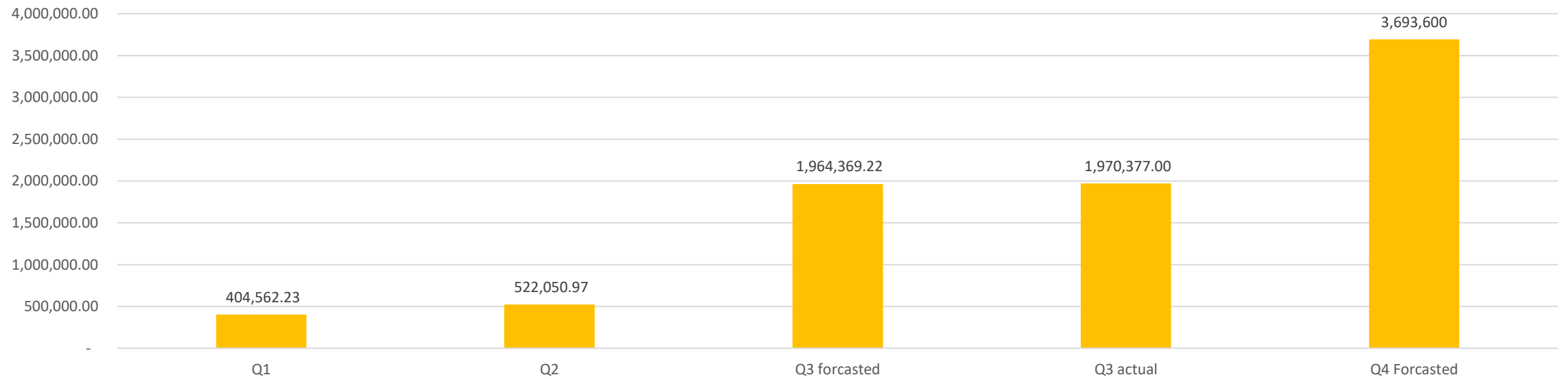
By Brands



■ Dream Water

Actual Sales

Revenue



Forecasted

Forecasted

Expenses Budget

Expenses	Q2		Q3		Variance	Q4	
	Expected	Actual	Expected	Actual		Expected	Actual
Management Salaries		SAR 38,481	SAR 38,475	SAR 38,481	SAR 6	SAR 38,481	
Operation Salaries		SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	
Office Rent		SAR 12,000.00	SAR 12,000	SAR 12,000.00	SAR 0	SAR 12,000	
Warehouse Rent		SAR 13,000	SAR 21,000	SAR 21,000	SAR 0	SAR 21,000	
Government Expenses		SAR 39,082	SAR 31,000	SAR 7,532	SAR 23,468	SAR 25,000	
Other Expenses		SAR 17,905	SAR 7,000	SAR 23,808	SAR 16,808	SAR 24,000	
Listing fees		SAR 0.00	SAR 0	SAR 10,000	SAR 10,000	SAR 30,000	
Loan		SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	
GOSI		SAR 1,955	SAR 2,933	SAR 3,910	SAR 978	SAR 2,993	
Postal code (wasel)		SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	
Marketing Expenses		SAR 0	SAR 5,000	SAR 5,955	SAR 955	SAR 6,000	
Merchandising		SAR 0	SAR 12,000	SAR 9,630	SAR 2,370	SAR 0	
Maintenance Expenses		SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	
Electric & water Expenses		SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	
Insurance		SAR 0	SAR 15,000	SAR 7,495	SAR 7,505	SAR 0	
Traveling		SAR 1,900	SAR 0	SAR 2,014	SAR 2,014	SAR 2,014	
Logistic		SAR 10,761	SAR 20,000	SAR 35,257	SAR 15,257	SAR 35,000	
Audit		SAR 0	SAR 0	SAR 0	SAR 0	SAR 0	
Consultaion		SAR 0	SAR 20,000	SAR 0	SAR 20,000	SAR 27,500	
Office Supplies		SAR 0	SAR 0	SAR 0	SAR 0	SAR 1,000	
telecommunication		SAR 0	SAR 813	SAR 813	SAR 0	SAR 950	
Subscriptions		SAR 1,098	SAR 1,200	SAR 1,552	SAR 352	SAR 2,000	
Total Expenses	SAR 0	SAR 136,183.51	SAR 186,421	SAR 179,447	SAR 6,973	SAR 227,938	SAR 0

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