

GulfBird

Q1 2023 Earnings

Mar /31

Q1 Highlight

Al Nahdi Expansion

Officially all Al Nahdi branches now lunched dream water.

Nutrigums is officially now available on Al Nahdi and other clients as well.

Sold out

Demand is higher than supply

Two international brands

We added one more international brand to our portfolio.

- Bubz Austria
- Eva Bold Keto Bar
- Adding more Sku's of Dream water e.g Dream water Gummies 60 pcs and 6 pcs

Earnings Highlights

Total Sales

3.0M SAR

Increase Sales from previous quarters

Total Gross Profit

1.3M SAR

From previous quarters

Total Net Profit

1.1M SAR

From previous Quarter

Margin of Error

0.001 %

Only one pack missing from total deliveries.

Gross Margin

43 %

From previous quarters.

Net Profit Margin

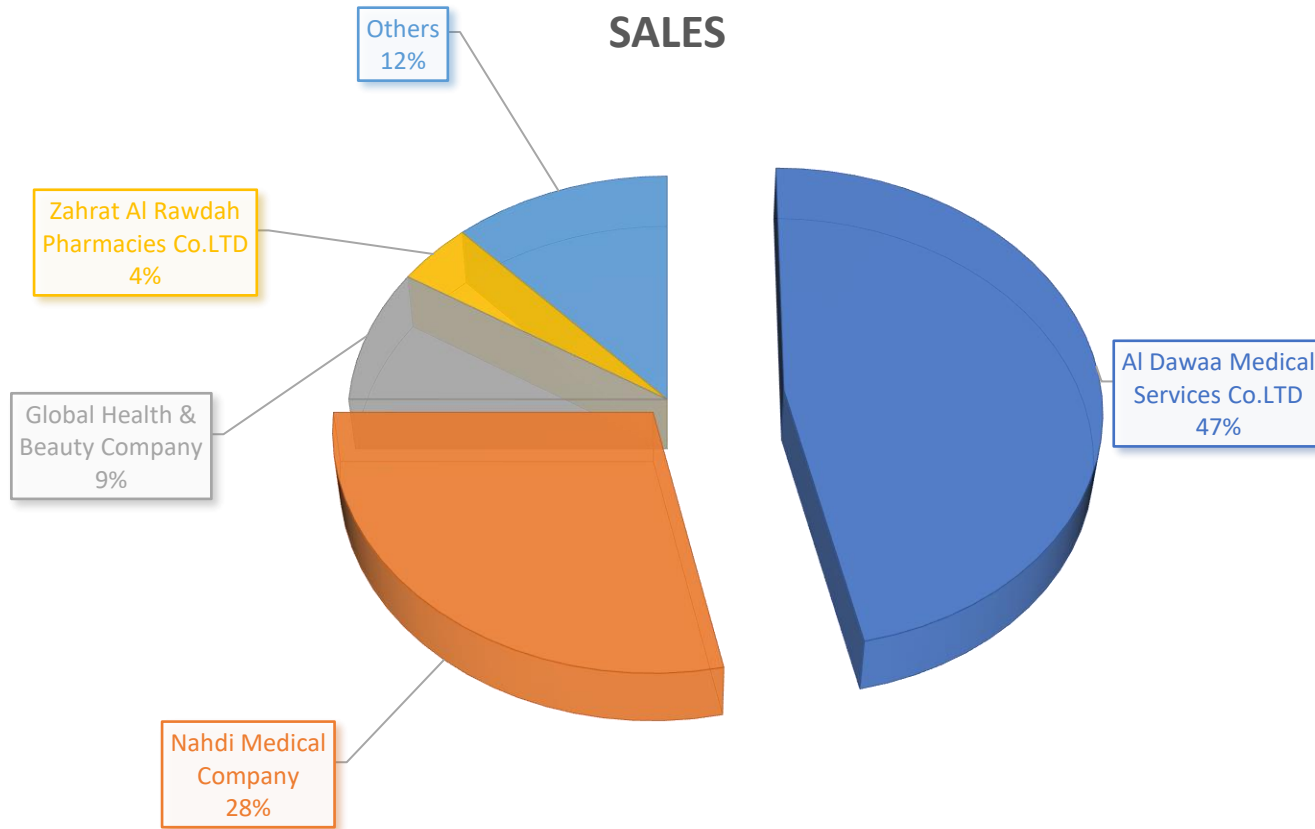
36 %

From previous quarters

Income Statement

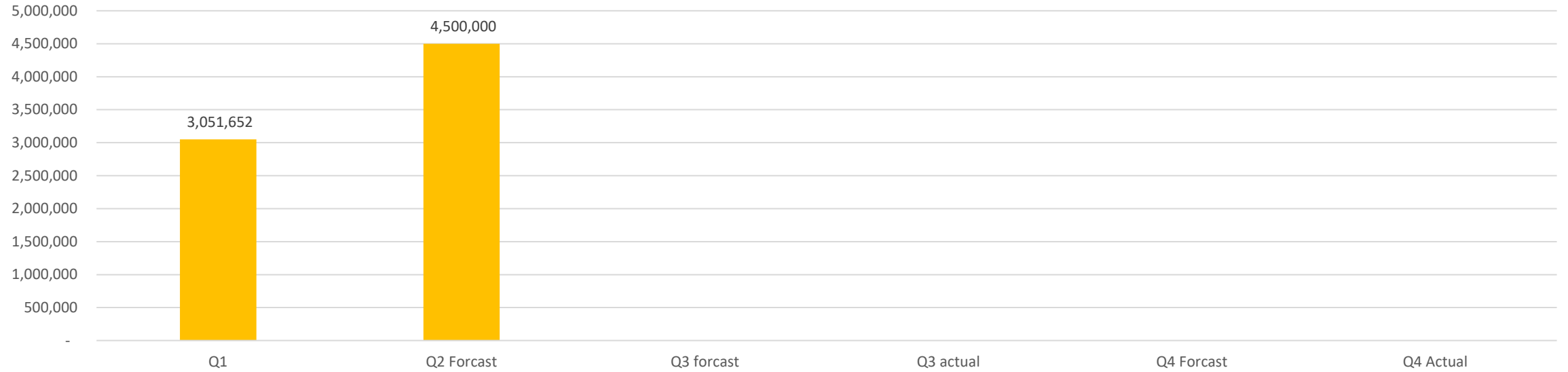
	Q1	Q2	Q3	Q4	Total
Revenue	3,051,652				
COGS	1,709,635				
Gross profit	1,342,016				
Expenses	197,022				
Net Income	1,144,994				
Gross Profit	43%				
Profit Margin	36%				

Sales Breakdown



Actual Sales

Revenue



Forecasted

Expenses Budget

2023	Q1	Q1		Q2	
Expenses	Expected	Actual	Variance	Expected	Actual
Management Salaries	SAR 38,475	SAR 38,477	-SAR 2	SAR 69,000	
Operation Salaries	SAR 0	SAR 0	SAR 0	SAR 0	
Office Rent	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	
Government Expenses	SAR 35,000	SAR 18,825	SAR 16,175	SAR 35,000	
Other Expenses	SAR 7,000	SAR 11,475	-SAR 4,475	SAR 7,000	
Listing fees	SAR 0	SAR 35,000	-SAR 35,000	SAR 5,000	
Loan	SAR 0	SAR 0	SAR 0	SAR 0	
GOSI	SAR 2,933	SAR 2,933	SAR 0	SAR 1,950	
Postal code (wasel)	SAR 0	SAR 0	SAR 0	SAR 0	
Marketing Expenses	SAR 5,000	SAR 14,500	-SAR 9,500	SAR 5,000	
Merchandising	SAR 12,000	SAR 0	SAR 12,000	SAR 37,000	
Maintenance Expenses	SAR 0	SAR 0	SAR 0	SAR 0	
Electric & water Expenses	SAR 0	SAR 0	SAR 0	SAR 0	
Insurance	SAR 15,000	SAR 2,975	SAR 12,025	SAR 6,000	
Traveling	SAR 0	SAR 2,600	-SAR 2,600	SAR 1,000	
Logistic	SAR 20,000	SAR 2,606	SAR 17,394	SAR 5,000	
Audit	SAR 0	SAR 0	SAR 0	SAR 0	
Consultaion	SAR 20,000	SAR 1,875	SAR 18,125	SAR 20,000	
Office Supplies	SAR 0	SAR 0	SAR 0	SAR 2,000	
telecommunication	SAR 813	SAR 1,294	-SAR 481	SAR 900	
Subscriptions	SAR 1,200	SAR 704	SAR 497	SAR 1,200	
Design	SAR 0	SAR 0	SAR 0	SAR 0	
Gifts	SAR 0	SAR 0	SAR 0	SAR 1,000	
Voucher	SAR 0	SAR 15,176	-SAR 15,176	SAR 12,000	
Bounes	SAR 0	SAR 32,000	-SAR 32,000	SAR 0	
Total Expenses	SAR 190,421	SAR 197,022	-SAR 6,602	SAR 242,050	SAR 0

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