

# Annual Report Board Presentation

Fiscal Year Ending December 31, 2023

Prepared by Management Team

## Executive Summary

This annual report summarizes the key highlights, financial performance, strategic initiatives, and outlook for the coming year.

## Key Highlights

### 15% Revenue Growth

Year-over-year revenue increased from product expansion.

### New Market Entry

Successfully launched in two new international markets.

### Customer Satisfaction

Achieved a Net Promoter Score of 72.

## Financial Summary

| Metric           | 2022         | 2023         | Change |
|------------------|--------------|--------------|--------|
| Total Revenue    | \$24,800,000 | \$28,520,000 | +15%   |
| Net Income       | \$3,120,000  | \$3,650,000  | +17%   |
| Operating Margin | 12.6%        | 12.8%        | +0.2pp |

## Strategic Initiatives

- Launched e-commerce platform to diversify sales channels.
- Initiated sustainability program across all operations.
- Strengthened talent development and internal leadership pipelines.

## Challenges & Opportunities

- Supply chain disruptions impacted Q2; mitigations in place.
- Considerable opportunity in renewable energy sector for 2024.

## Outlook for Next Year

Focus on sustainable growth, innovation in products, and strengthening stakeholder relationships.

