

# Performance Highlights

## Annual Report Summary 2023

### Overview

The 2023 Annual Report provides an at-a-glance summary of our key performance metrics, operational progress, and strategic achievements for the year.

### Key Performance Indicators

Indicator	2023	2022	Change (%)
Total Revenue	\$89.4M	\$81.2M	+10.1%
Net Profit	\$12.6M	\$9.8M	+28.6%
EBITDA Margin	18.7%	16.3%	+2.4 pts
Operating Expenses	\$63.1M	\$60.7M	+4.0%
Employee Headcount	415	398	+4.3%

### Highlights & Achievements

- Successfully launched two new product lines in Q2 and Q4.
- Expanded into three new international markets.
- Achieved ISO 9001 certification for quality management.
- Increased R&D investments by 12% to promote innovation.
- Reduced carbon footprint by 15% compared to the previous year.

### Looking Ahead

Our focus for 2024 will be on operational efficiency, digital transformation, and strengthening customer relationships to sustain long-term growth.

### Important Notes

- This summary is intended for quick reference and does not replace the full annual report.
- All figures are audited and presented in accordance with standard accounting practices.
- Certain achievements and KPIs have been rounded for simplicity.
- For detailed analysis, refer to individual sections of the official annual report document.