

| Sales Territory Group | Sales Person             | Sales                  | Target                 | Variance Pct   |
|-----------------------|--------------------------|------------------------|------------------------|----------------|
| Corporate HQ          | Stephen Jiang            | \$559,697.56           | \$393,000.00           | 42.42%         |
|                       | Amy Alberts              | \$519,225.19           | \$132,000.00           | 293.35%        |
|                       | Syed Abbas               | \$172,524.45           | \$145,500.00           | 18.57%         |
|                       |                          | <b>\$1,251,447.21</b>  | <b>\$670,500.00</b>    | <b>354.34%</b> |
| Europe                | Jae Pak                  | \$4,116,871.23         | \$4,002,000.00         | 2.87%          |
|                       | Ranjit Varkey Chudukatil | \$3,121,616.32         | \$3,151,500.00         | -0.95%         |
|                       | Rachel Valdez            | \$1,790,640.23         | \$2,176,500.00         | -17.73%        |
|                       |                          | <b>\$9,029,127.78</b>  | <b>\$9,330,000.00</b>  | <b>-15.81%</b> |
| North America         | Michael Blythe           | \$3,763,178.18         | \$2,302,500.00         | 63.44%         |
|                       | Linda Mitchell           | \$4,251,368.55         | \$3,903,000.00         | 8.93%          |
|                       | Jillian Carson           | \$3,189,418.37         | \$3,202,500.00         | -0.41%         |
|                       | Garrett Vargas           | \$1,453,719.47         | \$1,351,500.00         | 7.56%          |
|                       | Tsvi Reiter              | \$2,315,185.61         | \$2,328,000.00         | -0.55%         |
|                       | Pamela Ansman-Wolfe      | \$1,352,577.13         | \$2,277,000.00         | -40.60%        |
|                       | Shu Ito                  | \$2,458,535.62         | \$2,452,500.00         | 0.25%          |
|                       | José Saraiva             | \$2,604,540.72         | \$2,553,000.00         | 2.02%          |
|                       | David Campbell           | \$1,573,012.94         | \$1,500,000.00         | 4.87%          |
|                       | Tete Mensa-Annan         | \$1,576,562.20         | \$1,557,000.00         | 1.26%          |
|                       |                          | <b>\$24,538,098.78</b> | <b>\$23,427,000.00</b> | <b>46.76%</b>  |
| Pacific               | Lynn Tsolfias            | \$1,421,810.93         | \$1,126,500.00         | 26.21%         |
|                       |                          | <b>\$1,421,810.93</b>  | <b>\$1,126,500.00</b>  | <b>26.21%</b>  |



FY2021