

Missed Q4 Target by \$-3.5M or -2.1% | Sales of \$76.2M are Under Prior Year by \$-13.3M or -14.8%

Sales Attainment

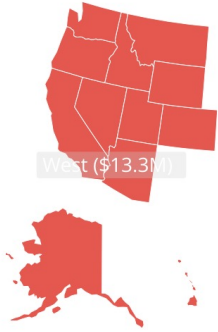
95% Attainment %



Region Map YoY Variance

-\$13M Prior Year Variance

+
-



■ -\$13,282,416

YoY Actual Variance

-15% Prior Year Variance

