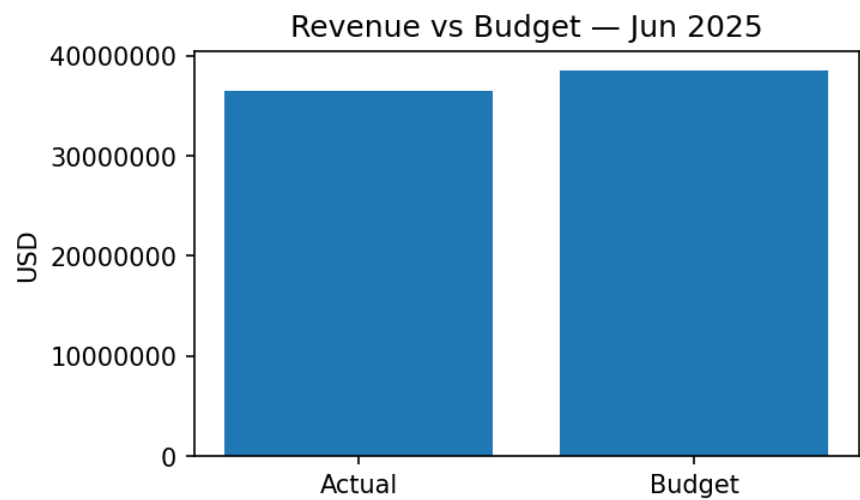
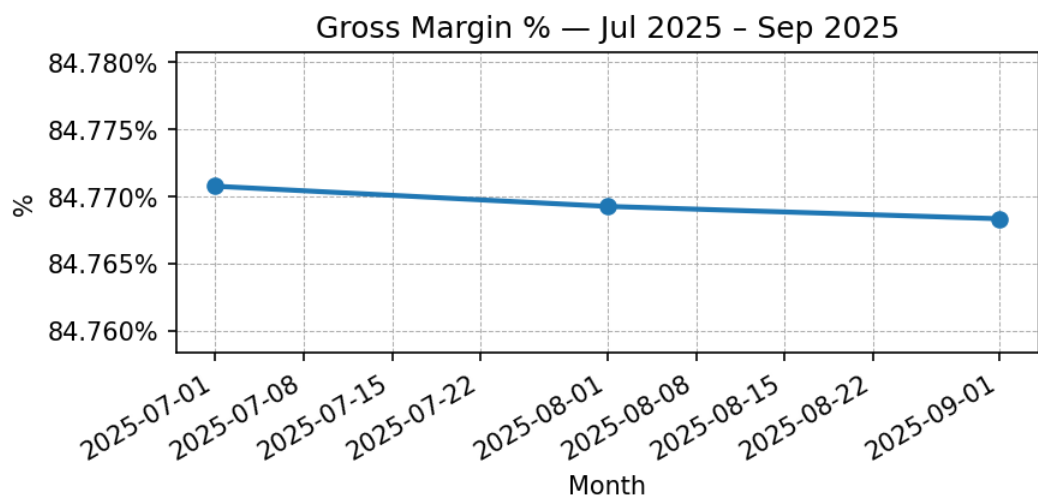


# Board Pack — FP&A Summary

June 2025 revenue was **\$36,428,348** vs budget **\$38,500,216** (-5.4% vs plan).

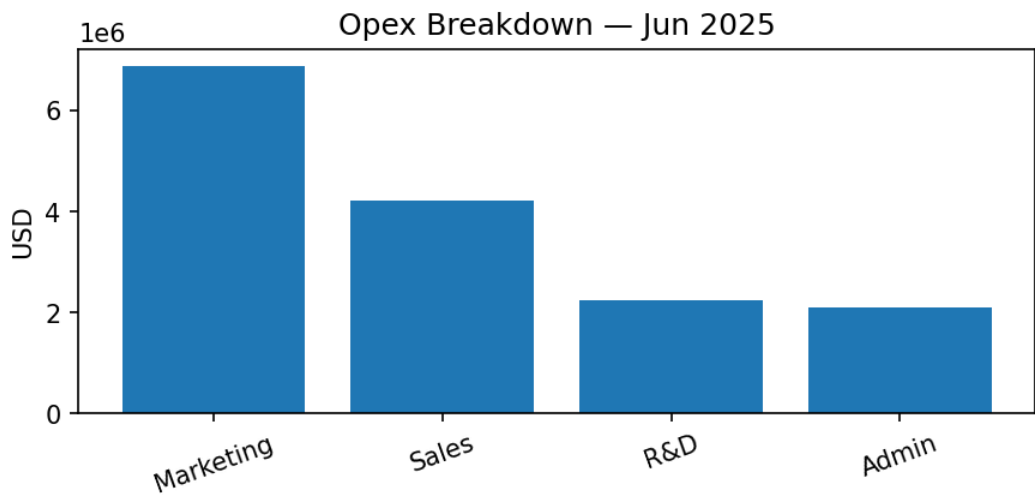


Gross Margin % last 3 months (from Jul 2025 to Sep 2025): **84.771%** → **84.769%** → **84.768%**.

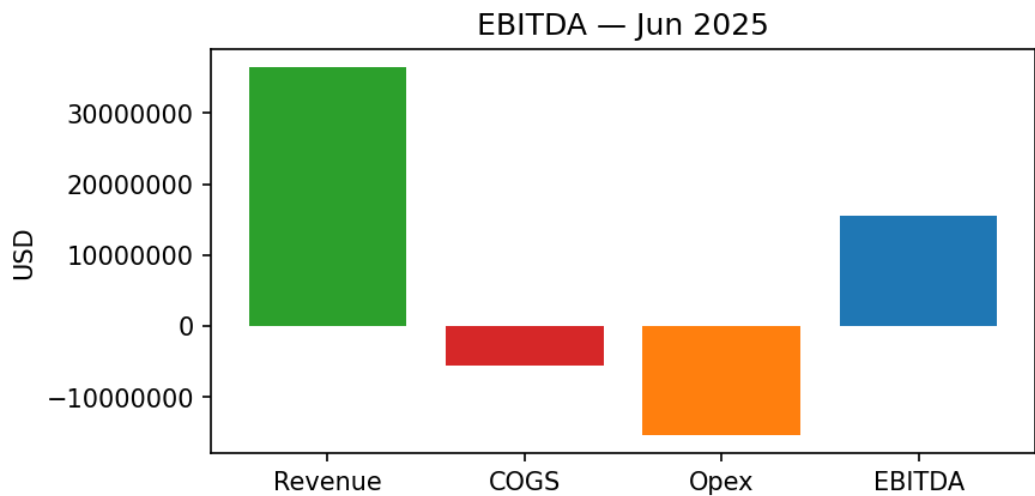


Opex & Cash Overview

June 2025 Opex: **\$15,421,304** (Marketing \$6,868,252, Sales \$4,204,435, R&D; \$2,246,400, Admin \$2,102,217).



June 2025 EBITDA: **\$15,459,308** (Revenue \$36,428,348 – COGS \$5,547,736 – Opex \$15,421,304).



Latest cash (N/A): **\$3,990,000**. Profitable or zero net burn over the last 3 months — runway not applicable.

