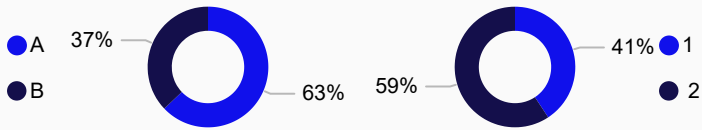




Revenue Dashboard

FY26 Q1



Top Product ASP

\$6,194

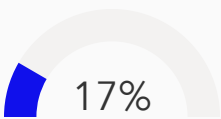
Average Daily Sales QTD

\$3.1 M

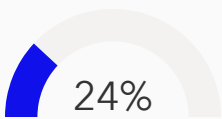
Average Daily Sales QTG

\$4.7 M

QTD Percent-to-AOP



Selling Days Passed

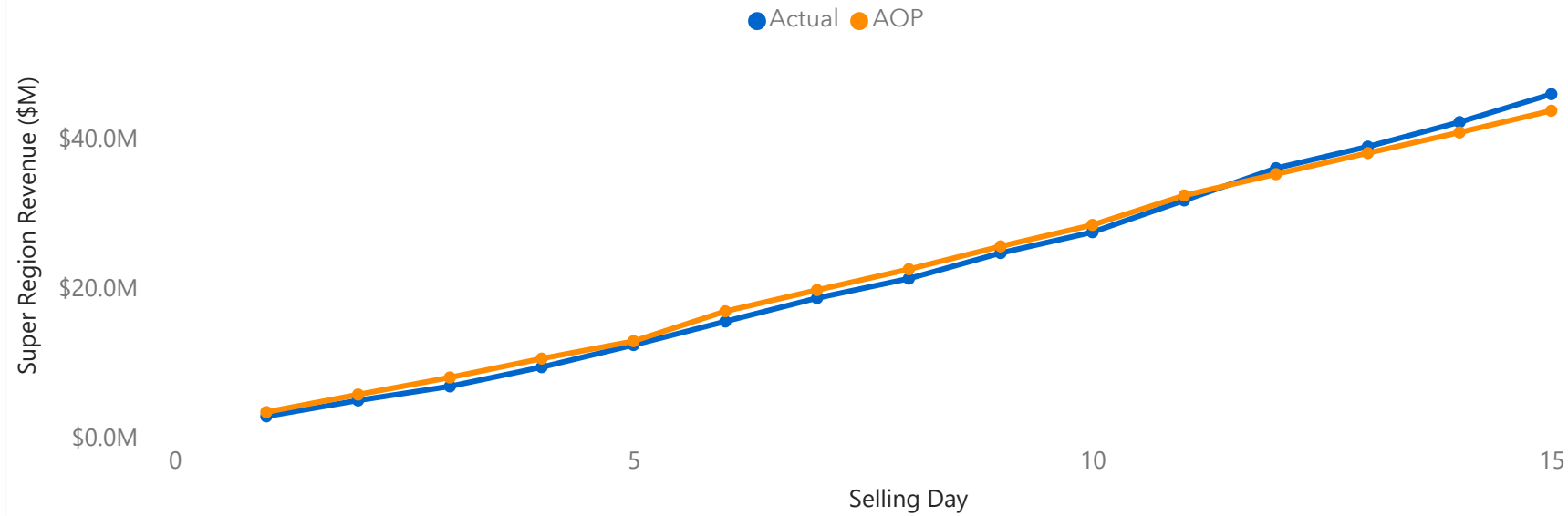


Daily Sales vs Targets

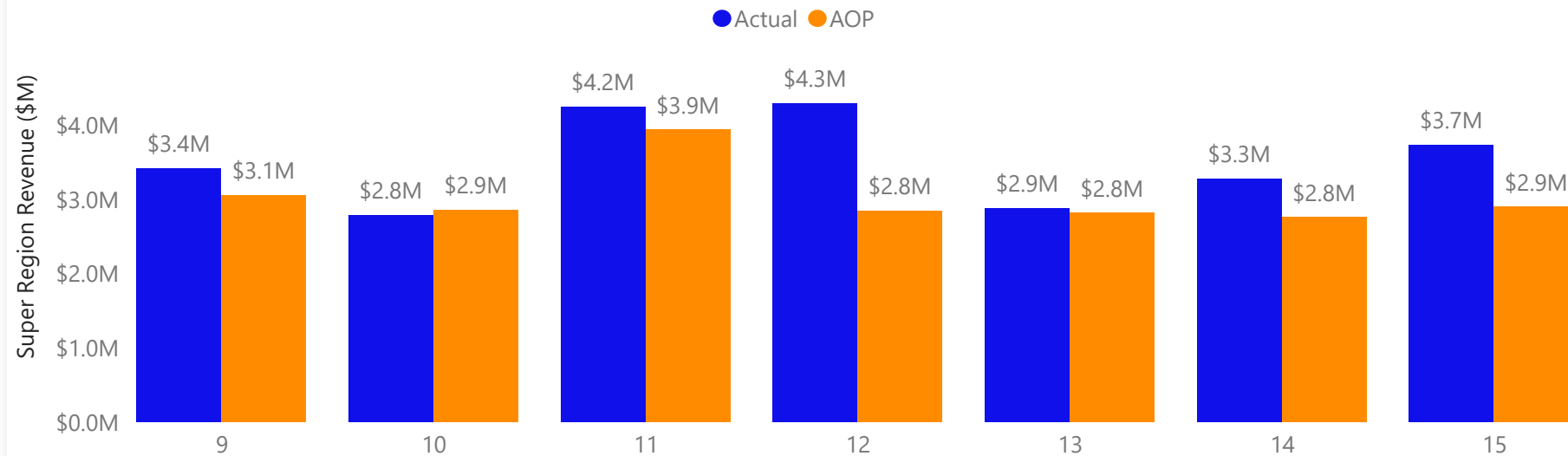
▲	Actual	Act QTD	PY QTD	YoY %	PQ QTD	QoQ %	AOP QTD	vs AOP \$	AOP	% to AOP	LBE QTD	vs LBE \$	LBE	% to LBE	BO/Pending
NewProduct	0.3	2.4	2.2	+9%	3.7	-35%	3.1	-0.8	18.2	13%	3.1	-0.8	18.2	13%	0.1
LY Product	0.3	3.4	3.4	+1%	4.2	-19%	3.3	0.2	19.7	17%	3.3	0.2	19.7	17%	0.2
DTC Product 2	1.2	18.2	15.0	+21%	19.1	-5%	16.0	2.2	86.3	21%	16.0	2.2	86.3	21%	0.4
DTC Product 3	0.5	7.9	7.6	+3%	9.1	-14%	7.6	0.3	36.9	21%	7.6	0.3	36.9	21%	0.7
DTC X9	0.0	0.2	0.2	-0%	0.2	-6%	0.2	0.0	0.8	19%	0.2	0.0	0.8	19%	0.3
DTC Accessory	0.1	0.4	0.4	+6%	0.2	+86%	0.4	0.0	1.2	33%	0.4	0.0	1.2	33%	0.0
DTC Other	0.0	0.2	0.4	-36%	0.3	-27%	0.5	-0.2	2.0	12%	0.5	-0.2	2.0	12%	0.0
Total DTC	2.3	32.7	29.1	+12%	36.8	-11%	30.9	1.7	165.1	20%	30.9	1.7	165.1	20%	1.4
Total Region X	3.2	37.4	34.7	+8%	42.2	-11%	36.4	1.0	222.5	17%	36.4	1.0	222.5	17%	1.9
Region 1	0.2	2.4	2.3	+6%	2.5	-6%	1.8	0.6	14.8	16%	1.8	0.6	14.8	16%	0.0
Region 2	0.4	6.1	4.9	+25%	8.3	-27%	5.5	0.6	36.4	17%	5.5	0.6	36.4	17%	0.0
Super Region	3.7	45.8	41.8	+10%	53.1	-14%	43.6	2.2	273.7	17%	43.6	2.2	273.7	17%	1.9



Actual vs AOP (Quarter-to-Date)



Actual vs AOP by Selling Day





Through Week: ▼

2▼

Quarter-to-Date Trend (Including BO + Pending)

	FY2024				FY2025				FY2026
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Total DTC	10.8%	13.4%	13.8%	13.8%	13.8%	14.9%	15.1%	14.4%	13.8%
HPS Accessory	4.0%	9.8%	7.0%	8.8%	10.2%	7.4%	9.0%	6.8%	4.9%
Total Region X	9.1%	12.6%	12.0%	12.4%	13.0%	13.0%	13.4%	12.4%	11.5%
Regions 1 + 2	8.0%	11.4%	11.3%	9.6%	10.1%	9.5%	11.2%	11.6%	9.0%
Super Region	8.9%	12.4%	11.9%	11.9%	12.4%	12.4%	13.1%	12.2%	11.0%