

Main Product ASP

\$4,615

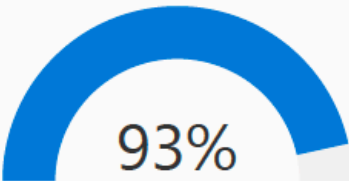
Average Daily Sales QTD

\$4.2 M

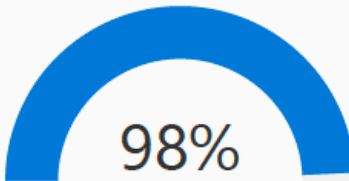
Average Daily Sales QTG

\$13.6 M

QTD Percent-to-AOP



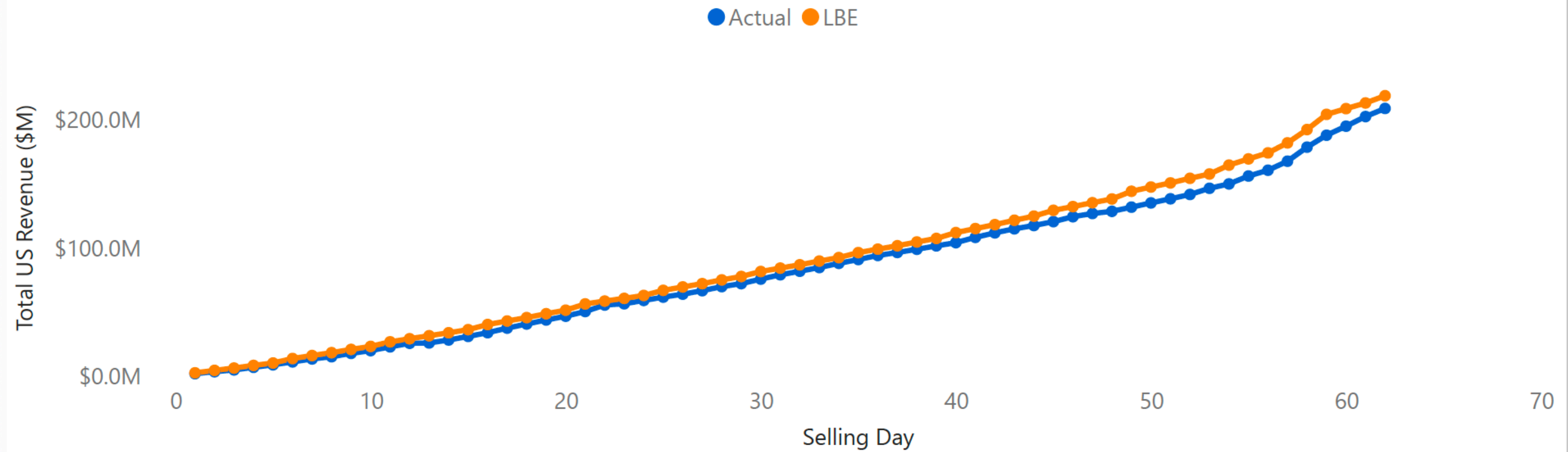
Selling Days Passed



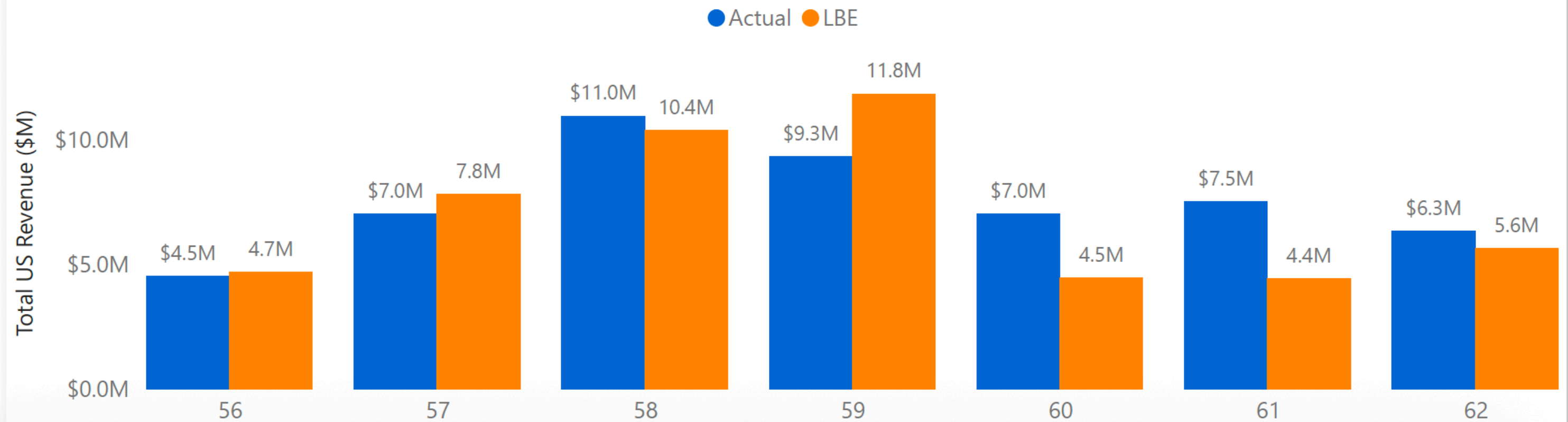
Revenue vs Plan & Forecast

▲	Actual	Act QTD	PY QTD	YoY %	PQ QTD	QoQ %	PY	PQ	AOP QTD	vs AOP	AOP	% AOP	vs PY	vs PQ	LBE QTD	vs LBE	LBE	% LBE	vs PY	vs PQ	BO
Product 1	0.4	13.4	14.6	-9%	17.8	-25%	15.3	18.5	17.9	-4.6	18.5	72%	22%	-0%	16.4	-3.0	14.6	92%	-4%	-21%	0.0
Product 2	0.5	15.6	19.6	-20%	21.5	-27%	20.3	22.2	19.4	-3.7	20.1	78%	-1%	-9%	17.6	-1.9	17.2	91%	-15%	-22%	0.0
Product 3	1.6	84.2	77.7	+8%	86.1	-2%	79.2	87.3	86.4	-2.2	87.8	96%	11%	1%	85.8	-1.6	87.3	96%	10%	-0%	0.1
Product 4	0.7	36.5	36.7	-0%	36.9	-1%	37.2	37.5	37.0	-0.5	37.6	97%	1%	0%	37.1	-0.6	37.2	98%	0%	-1%	0.1
Product 5	0.0	0.8	0.6	+36%	0.8	-9%	0.6	0.9	0.8	-0.1	0.9	91%	46%	-3%	0.7	0.1	0.7	111%	20%	-20%	0.0
Product 6	0.0	1.9	1.0	+80%	1.8	+4%	0.5	1.6	1.2	0.7	1.2	156%	164%	-26%	1.2	0.7	1.2	156%	164%	-26%	0.0
Accessory 2	0.0	1.0	1.9	-45%	1.3	-22%	1.9	1.3	2.0	-1.0	2.0	51%	4%	49%	1.6	-0.6	1.3	79%	-32%	-3%	0.0
Total Segment A	3.3	153.4	152.1	+1%	166.3	-8%	155.0	169.4	164.8	-11.4	168.0	91%	8%	-1%	160.3	-6.9	159.5	96%	3%	-6%	0.2
Segment B	3.0	55.6	52.2	+7%	61.4	-9%	55.6	63.3	57.9	-2.3	58.4	95%	5%	-8%	58.6	-3.0	59.1	94%	6%	-7%	1.2
Total Region 1	6.3	209.0	204.2	+2%	227.7	-8%	210.5	232.7	222.7	-13.6	226.4	92%	8%	-3%	218.9	-9.9	218.6	96%	4%	-6%	1.4
Region 2	0.5	13.8	12.2	+13%	15.0	-8%	13.0	15.6	14.3	-0.5	15.0	92%	15%	-4%	14.3	-0.5	15.0	92%	15%	-4%	0.0
Region 3	1.4	36.4	32.4	+12%	40.3	-10%	33.1	40.9	35.9	0.5	37.0	98%	12%	-9%	35.9	0.5	39.2	93%	18%	-4%	0.0
Total Super Region	8.2	259.2	248.8	+4%	282.9	-8%	256.7	289.2	272.9	-13.7	278.4	93%	8%	-4%	269.1	-9.9	272.8	95%	6%	-6%	1.4

Actual vs LBE (Quarter-to-Date)



Actual vs LBE by Selling Day



Quarter-to-Date Revenue Pacing Trend: Week 12

	FY23				FY24				FY25
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Segment A	87.3%	88.6%	89.5%	87.3%	88.1%	88.9%	90.0%	90.1%	83.0%
Segment B	74.0%	71.9%	72.6%	64.2%	71.9%	79.6%	74.4%	77.3%	72.2%
Total Region 1	83.7%	83.7%	85.0%	81.1%	83.9%	86.5%	85.9%	86.6%	80.2%
Regions 2 + 3	85.5%	87.7%	88.5%	88.4%	81.8%	86.0%	87.4%	89.1%	86.5%
Total Super Region	83.7%	84.1%	85.0%	82.1%	83.4%	85.9%	85.7%	87.0%	81.4%