

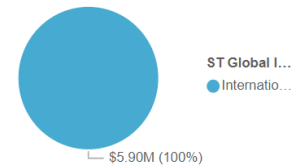
## Valmont Middle East Numbers Update 23/10/2023

Period	Prior FY Sales	PYTD Sales	CYTD Sales	YTD Change	Customer Net Open
1-Jan	\$586,422	\$586,422	\$1,553,370	164.89 %	\$0
2-Feb	\$47,020	\$47,020	\$906,973	1828.91 %	\$0
3-Mar	\$51,649	\$51,649	\$761,199	1373.80 %	\$0
4-Apr	\$198,605	\$198,605	\$811,024	308.36 %	\$0
5-May	\$132,553	\$132,553	\$734,575	454.18 %	\$0
6-Jun	\$179,540	\$179,540	\$693,329	286.17 %	\$0
7-Jul	\$182	\$182	\$76,845	42155.20 %	\$0
8-Aug			\$107,673	100.00 %	\$0
9-Sep	\$59,427	\$59,427	\$100,726	69.49 %	\$0
10-Oct	\$1,999	\$1,999	\$151,152	7461.76 %	\$1,665
11-Nov	\$23,515				\$5,214
12-Dec	\$190				
<b>Total</b>	<b>\$1,281,101</b>	<b>\$1,257,396</b>	<b>\$5,896,866</b>	<b>368.97 %</b>	<b>\$6,879</b>

Trailing 12 Prior	Trailing 12 Current	Change %
2,411,946	5,920,571	145.47 %

Fiscal Year	Total \$
2019	\$1,652,984
2020	\$3,065,157
2021	\$3,613,273
2022	\$1,281,101
2023	\$5,896,866

Customer Net Invoiced by ST Global ID Desc



### Year-to-date Sales

Product Family Desc	Prior FY Sales	PYTD Sales	YTD Sales	PYTD Units	YTD \$ Chng	YTD Units	T12 Prior	T12 Current	T12 Chng	Open Orders
☐ Pivot Special Reg	\$447,129	\$447,129	\$1,283,338	118,100	187.02 %	322,700	1,065,645	1,283,338	20.43 %	\$0
☐ Misc Hose & Clamps	\$180,653	\$163,275	\$321,509	1,904	96.91 %	3,700	244,509	338,888	38.60 %	\$5,214
☐ Inv Wob Complete	\$157,275	\$157,275	\$2,460,079	22,180	1464.19 %	323,188	433,769	2,460,079	467.14 %	\$0
☐ Low Drift Noz	\$136,368	\$136,368	\$261,320	112,500	91.63 %	202,300	136,368	261,320	91.63 %	\$345
☐ Magnum Weight	\$122,178	\$122,178	\$717,842	52,520	487.54 %	288,024	142,333	717,842	404.34 %	\$0
☐ Misc Fitting & Assembly	\$96,749	\$96,749	\$297,962	268,100	207.98 %	653,841	167,085	297,962	78.33 %	\$0
☐ Goosenecks	\$92,536	\$86,885	\$251,907	54,200	189.93 %	143,850	137,392	257,558	87.46 %	\$0
☐ Univ Pivot Prod Platform	\$33,549	\$32,874	\$215,965	58,200	556.95 %	355,563	67,797	216,640	219.54 %	\$125
☐ Fan Spray	\$7,669	\$7,669	\$12,830	3,600	67.29 %	5,550	7,774	12,830	65.03 %	\$1,196
☐ Truss Rod Hose Slings	\$3,738	\$3,738	\$556	3,700	-85.14 %	500	5,106	556	-89.12 %	\$0
☐ Inv Wob Repair	\$2,147	\$2,147	\$68,528	500	3091.66 %	14,905	2,565	68,528	2571.95 %	\$0
☐ Pressure Master Reg	\$598	\$598	\$1,503	100	151.38 %	230	598	1,503	151.38 %	\$0
☐ End Spray	\$512	\$512	\$193	70	-62.30 %	20	1,005	193	-80.80 %	\$0
☐										\$0
☐ Inv Wob Parts			(\$57)		100.00 %	-94		-57	100.00 %	\$0
☐ Super Spray Parts			\$2,206		100.00 %	2,000		2,206	100.00 %	\$0
☐ Wobbler Upright Cms			\$1,184		100.00 %	300		1,184	100.00 %	\$0
<b>Total</b>	<b>\$1,281,101</b>	<b>\$1,257,396</b>	<b>\$5,896,866</b>	<b>695,674</b>	<b>368.97 %</b>	<b>2,316,577</b>	<b>2,411,946</b>	<b>5,920,571</b>	<b>145.47 %</b>	<b>\$6,879</b>

## VME Consignment Inventory

Product Family Desc	2021	2022	2023
☐ Pivot Special Reg	133,263	352,756	225,269
☐ Magnum Weight	128,785	246,273	104,508
☐ Misc Fitting & Assembly	59,110	75,873	66,281
☐ XI Wob Complete	10,694	11,549	61,590
☐ Univ Pivot Prod Platform	20,375	41,116	38,134
☐ Truss Rod Hose Slings	15,560	18,338	17,782
☐ Buyout Fitting & Assembly	14,247	14,247	14,247
☐ Inv Wob Complete	237,444	484,386	7,915
☐ Goosenecks	87,395	121,587	7,401
☐ Pressure Master Reg	9,147	8,494	6,991
☐ Low Drift Noz	49,168	65,519	5,178
☐ Inv Wob Repair	63,882	61,516	2,816
<b>Total</b>	<b>830,142</b>	<b>1,503,771</b>	<b>560,035</b>

### Inventory QOH at Value by Period and Year