

## Roster

Andrews

Baldwin

Chester

Derey Yovel

Digby

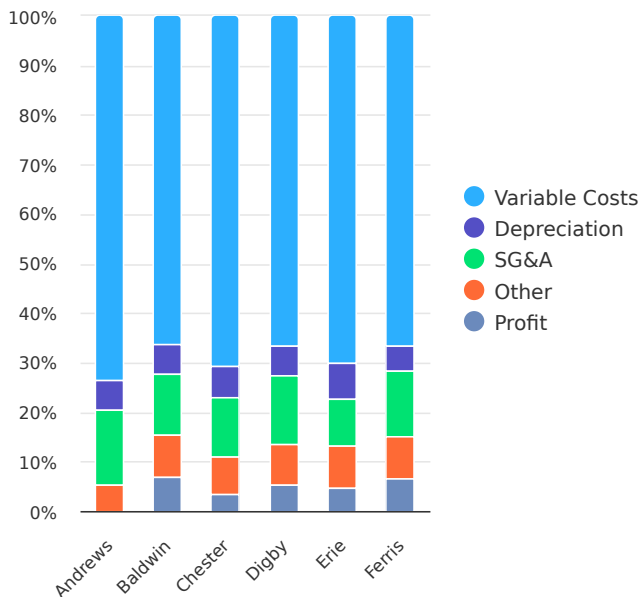
Erie

Ferris

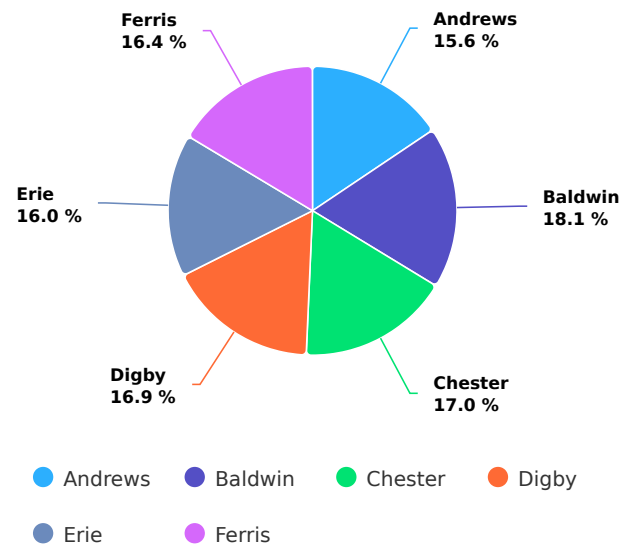
## Selected Financial Statistics

|                     | Andrews   | Baldwin   | Chester   | Digby     | Erie      | Ferris    | Average   |
|---------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| ROS                 | -0.2%     | 6.8%      | 3.5%      | 5.4%      | 4.6%      | 6.5%      | 4.4%      |
| Asset Turnover      | 1.07      | 1.13      | 1.10      | 1.11      | 0.99      | 1.25      | 1.11      |
| ROA                 | -0.2%     | 7.7%      | 3.9%      | 6.0%      | 4.6%      | 8.1%      | 5.0%      |
| Leverage            | 2.15      | 1.92      | 2.00      | 1.95      | 1.98      | 1.93      | 1.99      |
| ROE                 | -0.5%     | 14.7%     | 7.8%      | 11.7%     | 9.0%      | 15.6%     | 9.7%      |
| Sales               | \$109,869 | \$126,792 | \$119,636 | \$118,481 | \$112,659 | \$115,012 | \$117,075 |
| EBIT                | \$5,147   | \$19,340  | \$12,622  | \$15,812  | \$14,348  | \$16,497  | \$13,961  |
| Profit              | (\$244)   | \$8,568   | \$4,233   | \$6,396   | \$5,190   | \$7,463   | \$5,268   |
| Cumulative Profit   | \$3,941   | \$12,753  | \$8,418   | \$10,581  | \$9,375   | \$11,649  | \$9,453   |
| SG&A to Sales Ratio | 15.36%    | 12.09%    | 12.26%    | 13.66%    | 9.70%     | 13.09%    | 12.69%    |
| Contribution Margin | 26.21%    | 33.57%    | 29.48%    | 33.45%    | 29.88%    | 33.39%    | 31.00%    |
| Emergency Loan      | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       |

## Percent of Sales

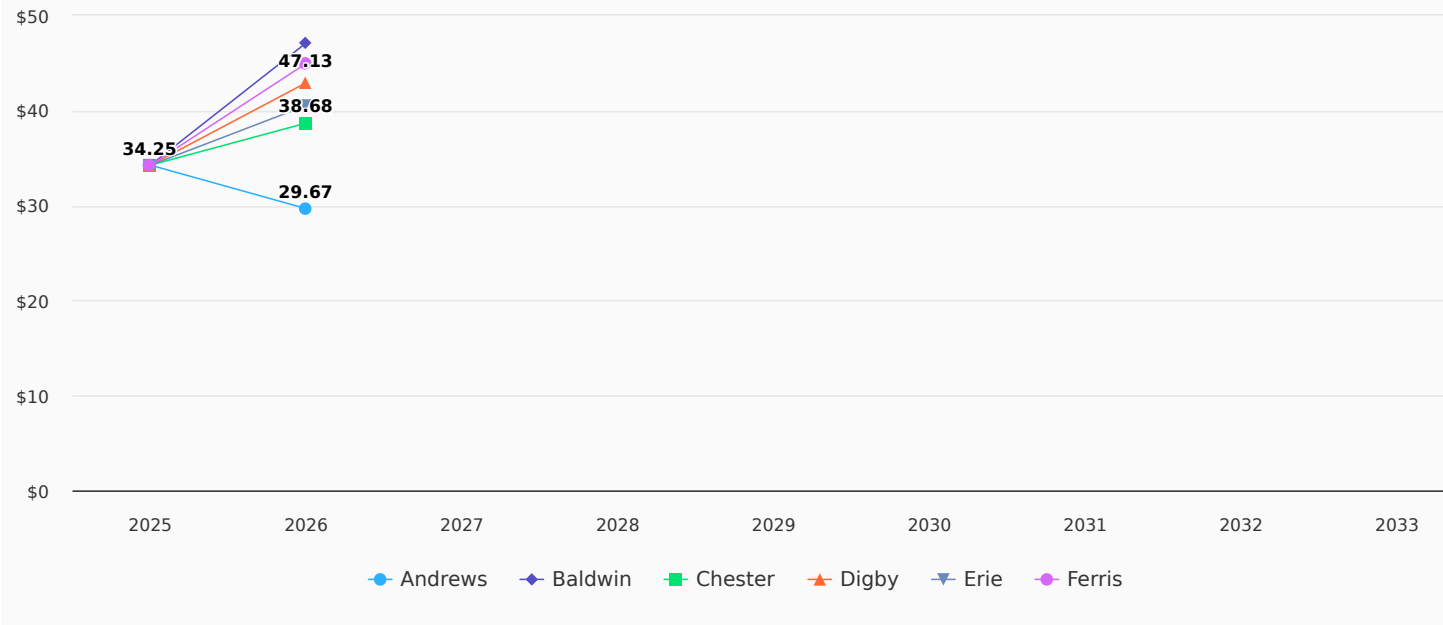


## Market Share



| Stock Market Summary |               |          |                    |            |            |          |          |       |         |
|----------------------|---------------|----------|--------------------|------------|------------|----------|----------|-------|---------|
| Company              | Closing Price | Change   | Shares Outstanding | Market Cap | Book Value | EPS      | Dividend | Yield | P/E     |
| Andrews              | \$29.67       | (\$4.58) | 2,000,000          | \$59m      | \$23.85    | (\$0.12) | \$0.00   | 0%    | -242.99 |
| Baldwin              | \$47.13       | \$12.89  | 2,046,457          | \$96m      | \$28.39    | \$4.19   | \$0.00   | 0%    | 11.26   |
| Chester              | \$38.68       | \$4.43   | 2,069,553          | \$80m      | \$26.36    | \$2.05   | \$0.00   | 0%    | 18.91   |
| Digby                | \$42.93       | \$8.68   | 2,015,458          | \$87m      | \$27.22    | \$3.17   | \$0.00   | 0%    | 13.53   |
| Erie                 | \$40.53       | \$6.28   | 2,128,280          | \$86m      | \$27.03    | \$2.44   | \$0.00   | 0%    | 16.62   |
| Ferris               | \$44.97       | \$10.72  | 2,000,000          | \$90m      | \$23.85    | \$3.73   | \$3.85   | 8.6%  | 12.05   |

Stock Price



| Bond Market Summary |           |              |        |               |            |
|---------------------|-----------|--------------|--------|---------------|------------|
| Company             | Series    | Face Value   | Yield  | Closing Price | S&P Rating |
| Andrews             | 11.0S2027 | \$6,950,000  | 11.11% | \$99.02       | CCC        |
|                     | 12.5S2029 | \$13,900,000 | 12.38% | \$100.96      | CCC        |
|                     | 14.0S2031 | \$20,850,000 | 13.1%  | \$106.83      | CCC        |
|                     | 11.3S2036 | \$900,000    | 11.83% | \$95.50       | CCC        |
| Baldwin             | 11.0S2027 | \$993,230    | 11.05% | \$99.55       | B          |
|                     | 12.5S2029 | \$13,900,000 | 12.2%  | \$102.42      | B          |
|                     | 14.0S2031 | \$20,850,000 | 12.83% | \$109.12      | B          |
| Chester             | 11.0S2027 | \$1,788,298  | 11.08% | \$99.28       | B          |
|                     | 12.5S2029 | \$13,900,000 | 12.29% | \$101.69      | B          |
|                     | 14.0S2031 | \$20,850,000 | 12.97% | \$107.97      | B          |
| Digby               | 12.5S2029 | \$13,829,103 | 12.23% | \$102.18      | B          |
|                     | 14.0S2031 | \$20,850,000 | 12.87% | \$108.74      | B          |
| Erie                | 11.0S2027 | \$3,809,977  | 11.07% | \$99.37       | B          |
|                     | 12.5S2029 | \$13,900,000 | 12.26% | \$101.93      | B          |
|                     | 14.0S2031 | \$20,850,000 | 12.92% | \$108.35      | B          |
| Ferris              | 12.5S2029 | \$5,899,760  | 12.23% | \$102.18      | B          |
|                     | 14.0S2031 | \$20,850,000 | 12.87% | \$108.74      | B          |

Next Year's Prime Rate: 7.5%

# Financial Summary

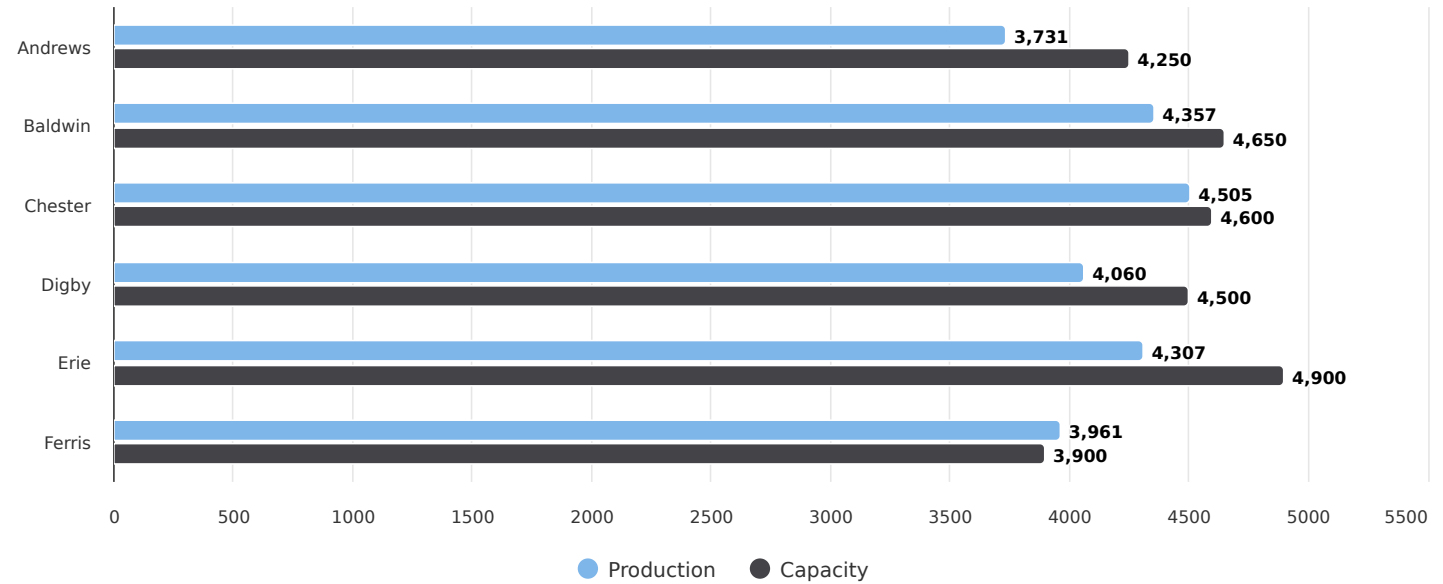
CP131975\_10 Round: 1 Dec. 31, 2026

| Cash Flow Statement                       |          |           |           |           |           |            |
|---|----------|-----------|-----------|-----------|-----------|------------|
|   | Andrews  | Baldwin   | Chester   | Digby     | Erie      | Ferris     |
| <b>Cash From Operations</b>               |          |           |           |           |           |            |
| Net Income(Loss)                          | (\$244)  | \$8,568   | \$4,233   | \$6,396   | \$5,190   | \$7,463    |
| Adjustment For Non-Cash Items             |          |           |           |           |           |            |
| Depreciation                              | \$6,333  | \$7,553   | \$7,573   | \$7,267   | \$7,987   | \$5,853    |
| Extraordinary Gains/Losses/Write-offs     | \$385    | \$178     | \$210     | \$234     | \$131     | \$774      |
| Changes In Current Assets And Liabilities |          |           |           |           |           |            |
| Accounts Payable                          | \$5,474  | \$31      | \$175     | (\$265)   | (\$240)   | (\$427)    |
| Inventory                                 | \$7,603  | \$3,080   | \$1,253   | \$1,064   | \$896     | \$767      |
| Accounts Receivable                       | (\$723)  | (\$2,114) | (\$1,526) | (\$1,431) | (\$952)   | (\$1,146)  |
| Net Cash From Operations                  | \$18,829 | \$17,296  | \$11,918  | \$13,264  | \$13,010  | \$13,284   |
| <b>Cash From Investing</b>                |          |           |           |           |           |            |
| Net Plant Improvements                    | \$10,715 | (\$3,875) | (\$4,770) | (\$800)   | (\$9,080) | \$15,220   |
| <b>Cash From Financing</b>                |          |           |           |           |           |            |
| Dividends Paid                            | \$0      | \$0       | \$0       | \$0       | \$0       | (\$7,693)  |
| Sales Of Common Stock                     | \$0      | \$1,591   | \$2,382   | \$529     | \$4,393   | \$0        |
| Purchase Of Common Stock                  | \$0      | \$0       | \$0       | \$0       | \$0       | \$0        |
| Cash From Long-Term Debt Issued           | \$900    | \$0       | \$0       | \$0       | \$0       | \$0        |
| Early Retirement Of Long-Term Debt        | \$0      | (\$5,926) | (\$5,135) | (\$6,988) | (\$3,124) | (\$15,211) |
| Retirement Of Current Debt                | \$0      | \$0       | \$0       | \$0       | \$0       | \$0        |
| Cash From Current Debt Borrowing          | \$0      | \$11,358  | \$11,358  | \$11,358  | \$11,358  | \$11,358   |
| Cash From Emergency Loan                  | \$0      | \$0       | \$0       | \$0       | \$0       | \$0        |
| Net Cash From Financing                   | \$900    | \$7,023   | \$8,605   | \$4,899   | \$12,627  | (\$11,546) |
| <b>Net Change In Cash</b>                 | \$30,444 | \$20,444  | \$15,753  | \$17,364  | \$16,558  | \$16,958   |

| Balance Sheet                                 |            |            |            |            |            |            |
|---|------------|------------|------------|------------|------------|------------|
|   | Andrews    | Baldwin    | Chester    | Digby      | Erie       | Ferris     |
| Cash  | \$33,874   | \$23,875   | \$19,184   | \$20,794   | \$19,988   | \$20,389   |
| Accounts Receivable                           | \$9,030    | \$10,421   | \$9,833    | \$9,738    | \$9,260    | \$9,453    |
| Inventory                                     | \$1,015    | \$5,537    | \$7,364    | \$7,554    | \$7,722    | \$7,851    |
| Total Current Assets                          | \$43,919   | \$39,833   | \$36,381   | \$38,086   | \$36,970   | \$37,693   |
| Plant And Equipment                           | \$95,000   | \$113,300  | \$113,600  | \$109,000  | \$119,800  | \$87,800   |
| Accumulated Depreciation                      | (\$36,567) | (\$41,320) | (\$40,773) | (\$39,867) | (\$42,987) | (\$33,520) |
| Total Fixed Assets                            | \$58,433   | \$71,980   | \$72,827   | \$69,133   | \$76,813   | \$54,280   |
| <b>Total Assets</b>                           | \$102,353  | \$111,813  | \$109,208  | \$107,220  | \$113,783  | \$91,973   |
| Accounts Payable                              | \$12,058   | \$6,615    | \$6,758    | \$6,319    | \$6,343    | \$6,156    |
| Current Debt                                  | \$0        | \$11,358   | \$11,358   | \$11,358   | \$11,358   | \$11,358   |
| Long-Term Debt                                | \$42,600   | \$35,743   | \$36,538   | \$34,679   | \$38,560   | \$26,750   |
| <b>Total Liabilities</b>                      | \$54,658   | \$53,716   | \$54,655   | \$52,356   | \$56,261   | \$44,264   |
| Common Stock                                  | \$18,360   | \$19,951   | \$20,742   | \$18,889   | \$22,753   | \$18,360   |
| Retained Earnings                             | \$29,335   | \$38,147   | \$33,812   | \$35,975   | \$34,769   | \$29,349   |
| <b>Total Equity</b>                           | \$47,695   | \$58,097   | \$54,553   | \$54,864   | \$57,522   | \$47,709   |
| <b>Total Liabilities &amp; Owner's Equity</b> | \$102,353  | \$111,813  | \$109,208  | \$107,220  | \$113,783  | \$91,973   |

| Income Statement                               |           |           |           |           |           |           |
|--|-----------|-----------|-----------|-----------|-----------|-----------|
|  | Andrews   | Baldwin   | Chester   | Digby     | Erie      | Ferris    |
| Sales  | \$109,869 | \$126,792 | \$119,636 | \$118,481 | \$112,659 | \$115,012 |
| Total Variable Costs (Labor, Material, Carry)  | \$81,077  | \$84,224  | \$84,365  | \$78,852  | \$78,998  | \$76,611  |
| Depreciation                                   | \$6,333   | \$7,553   | \$7,573   | \$7,267   | \$7,987   | \$5,853   |
| SG&A   | \$16,881  | \$15,329  | \$14,669  | \$16,186  | \$10,930  | \$15,050  |
| Other (Fees/Write-offs/Bonuses/Relocation Fee) | \$430     | \$346     | \$406     | \$365     | \$397     | \$1,002   |
| EBIT   | \$5,147   | \$19,340  | \$12,622  | \$15,812  | \$14,348  | \$16,497  |
| Interest (Short-Term/Long-Term)                | \$5,523   | \$5,890   | \$5,978   | \$5,772   | \$6,200   | \$4,781   |
| Taxes  | (\$131)   | \$4,708   | \$2,326   | \$3,514   | \$2,852   | \$4,101   |
| Profit Sharing                                 | \$0       | \$175     | \$86      | \$131     | \$106     | \$152     |
| Net Profit                                     | (\$244)   | \$8,568   | \$4,233   | \$6,396   | \$5,190   | \$7,463   |

Production vs Capacity



| Plant Information |                 |            |           |               |            |        |            |      |         |               |            |                     |                       |                  |                     |                   |
|-------------------|-----------------|------------|-----------|---------------|------------|--------|------------|------|---------|---------------|------------|---------------------|-----------------------|------------------|---------------------|-------------------|
| Name              | Primary Segment | Units Sold | Inventory | Revision Date | Age Dec.31 | MTBF   | Pfmn Coord | Size | Price   | Material Cost | Labor Cost | Contribution Margin | 2nd Shift & Over-time | Auto. Next Round | Capacity Next Round | Plant Utilization |
| Able              | Traditional     | 1,156      | 0         | 18-Mar-2026   | 2.4        | 17,500 | 5.7        | 14.3 | \$28.00 | \$10.85       | \$9.58     | 26.7%               | 40%                   | 4.5              | 750                 | 140%              |
| Acre              | Low End         | 1,513      | 0         | 15-Nov-2026   | 2.9        | 14,000 | 2.1        | 18   | \$20.00 | \$6.08        | \$7.66     | 25.7%               | 14.3%                 | 5.5              | 1,400               | 114%              |
| Adam              | High End        | 477        | 24        | 11-Nov-2026   | 1.4        | 24,000 | 9          | 11   | \$39.00 | \$16.16       | \$9.64     | 35.3%               | 0%                    | 3                | 900                 | 56%               |
| Aft               | Performance     | 492        | 0         | 23-July-2026  | 2          | 25,000 | 10.4       | 15.3 | \$33.00 | \$15.53       | \$9.64     | 23.9%               | 0%                    | 3                | 600                 | 75%               |
| Agape             | Size            | 459        | 18        | 3-Dec-2026    | 1.8        | 19,000 | 4.7        | 9.6  | \$27.00 | \$13.73       | \$9.64     | 15.6%               | 0%                    | 3                | 600                 | 75%               |
|                   |                 |            |           |               |            |        |            |      |         |               |            |                     |                       |                  |                     |                   |
| Baker             | Traditional     | 1,438      | 38        | 11-Mar-2026   | 2.5        | 17,000 | 5.4        | 14.5 | \$29.50 | \$10.45       | \$7.85     | 36.2%               | 0%                    | 5                | 1,600               | 81%               |
| Bead              | Low End         | 1,846      | 25        | 26-May-2021   | 5.6        | 14,000 | 3          | 17   | \$21.50 | \$7.05        | \$7.50     | 30.8%               | 32.1%                 | 6                | 1,400               | 132%              |
| Bid               | High End        | 439        | 96        | 30-Dec-2026   | 1.4        | 23,500 | 9.2        | 10.8 | \$39.50 | \$16.22       | \$9.39     | 35.7%               | 11.1%                 | 3                | 450                 | 111%              |
| Bold              | Performance     | 386        | 38        | 28-Aug-2026   | 1.9        | 22,500 | 9.1        | 14.5 | \$34.50 | \$14.21       | \$8.97     | 29.4%               | 0%                    | 3                | 600                 | 58%               |
| Buddy             | Size            | 407        | 51        | 9-Aug-2026    | 2          | 19,000 | 5.1        | 11.2 | \$34.50 | \$12.83       | \$8.97     | 35%                 | 0%                    | 3                | 600                 | 67%               |
|                   |                 |            |           |               |            |        |            |      |         |               |            |                     |                       |                  |                     |                   |
| Cake              | Traditional     | 1,292      | 85        | 24-Apr-2026   | 2.4        | 15,000 | 5.7        | 14.3 | \$27.50 | \$10.10       | \$7.85     | 31.9%               | 0%                    | 5                | 1,400               | 86%               |
| Cedar             | Low End         | 2,007      | 12        | 30-Jan-2026   | 5.6        | 12,000 | 3          | 17   | \$20.00 | \$6.45        | \$7.68     | 27.7%               | 42.9%                 | 6.5              | 1,400               | 143%              |
| Cid               | High End        | 462        | 123       | 1-Dec-2026    | 1.4        | 23,000 | 9.1        | 10.9 | \$37.50 | \$15.96       | \$8.97     | 32.8%               | 0%                    | 3                | 600                 | 92%               |
| Coat              | Performance     | 472        | 51        | 18-Nov-2026   | 1.8        | 26,000 | 10.6       | 14.7 | \$32.50 | \$16.14       | \$8.97     | 23.8%               | 0%                    | 3                | 600                 | 75%               |
| Cure              | Size            | 347        | 62        | 22-Dec-2026   | 1.8        | 18,000 | 4.9        | 9.7  | \$32.50 | \$13.42       | \$8.97     | 30.6%               | 0%                    | 3                | 600                 | 58%               |
|                   |                 |            |           |               |            |        |            |      |         |               |            |                     |                       |                  |                     |                   |
| Daze              | Traditional     | 1,172      | 56        | 13-June-2026  | 2.3        | 17,800 | 6.1        | 14   | \$29.50 | \$11.30       | \$7.85     | 34.3%               | 0%                    | 5                | 1,400               | 75%               |
| Dell              | Low End         | 1,617      | 56        | 26-May-2021   | 5.6        | 14,000 | 3          | 17   | \$22.00 | \$7.05        | \$7.21     | 33.5%               | 17.9%                 | 6                | 1,400               | 118%              |
| Duck              | High End        | 474        | 111       | 27-Nov-2026   | 1.4        | 23,500 | 9.1        | 10.9 | \$39.50 | \$16.11       | \$9.36     | 35.4%               | 10%                   | 3                | 500                 | 110%              |
| Dot               | Performance     | 450        | 73        | 8-Nov-2026    | 1.8        | 26,000 | 10.6       | 14.7 | \$34.50 | \$16.14       | \$8.97     | 27.8%               | 0%                    | 3                | 600                 | 75%               |
| Dune              | Size            | 408        | 50        | 7-Nov-2026    | 1.9        | 19,000 | 4.9        | 9.8  | \$34.50 | \$13.66       | \$8.97     | 34.8%               | 0%                    | 3                | 600                 | 67%               |

| Name | Primary Segment | Units Sold | Inventory | Revision Date | Age Dec.31 | MTBF   | Pfmn Coord | Size | Price   | Material Cost | Labor Cost | Contribution Margin | 2nd Shift & Over-time | Auto. Next Round | Capacity Next Round | Plant Utilization |
|------|-----------------|------------|-----------|---------------|------------|--------|------------|------|---------|---------------|------------|---------------------|-----------------------|------------------|---------------------|-------------------|
| Eat  | Traditional     | 1,406      | 70        | 18-Mar-2026   | 2.4        | 16,500 | 5.6        | 14.5 | \$27.50 | \$10.40       | \$7.85     | 31.4%               | 0%                    | 5                | 1,400               | 93%               |
| Ebb  | Low End         | 2,054      | 15        | 15-Jan-2026   | 5.6        | 13,000 | 3          | 17   | \$20.00 | \$6.75        | \$7.74     | 26%                 | 46.4%                 | 6                | 1,400               | 146%              |
| Echo | High End        | 326        | 110       | 28-Dec-2026   | 1.4        | 17,000 | 7          | 12.9 | \$39.50 | \$12.08       | \$8.97     | 36.6%               | 0%                    | 4                | 900                 | 44%               |
| Edge | Performance     | 307        | 68        | 2-July-2023   | 3.5        | 25,000 | 9.4        | 15.5 | \$34.50 | \$14.81       | \$8.97     | 27.7%               | 0%                    | 3                | 600                 | 50%               |
| Egg  | Size            | 274        | 86        | 29-Dec-2027   | 3.6        | 19,000 | 4          | 11   | \$34.50 | \$12.60       | \$8.97     | 33.7%               | 0%                    | 3                | 600                 | 50%               |
|      |                 |            |           |               |            |        |            |      |         |               |            |                     |                       |                  |                     |                   |
| Fast | Traditional     | 1,361      | 66        | 4-Mar-2026    | 2.5        | 17,500 | 5.6        | 14.5 | \$29.50 | \$10.70       | \$8.00     | 34.9%               | 4.2%                  | 4                | 1,200               | 104%              |
| Feat | Low End         | 1,465      | 59        | 15-Jan-2026   | 5.6        | 13,000 | 3          | 17   | \$22.00 | \$6.75        | \$7.79     | 32.2%               | 50%                   | 5                | 1,000               | 150%              |
| Fist | High End        | 409        | 126       | 15-Dec-2026   | 1.4        | 24,000 | 9.1        | 10.9 | \$39.50 | \$16.26       | \$8.97     | 36%                 | 0%                    | 3                | 500                 | 100%              |
| Foam | Performance     | 434        | 40        | 5-Nov-2026    | 1.8        | 26,000 | 10.6       | 14.8 | \$34.50 | \$16.11       | \$8.97     | 28.4%               | 0%                    | 4                | 600                 | 67%               |
| Fume | Size            | 334        | 75        | 3-Dec-2026    | 1.8        | 19,000 | 4.7        | 9.6  | \$34.50 | \$13.73       | \$8.97     | 34.2%               | 0%                    | 4                | 600                 | 58%               |

# Traditional Segment Analysis

CP131975\_10    Round: 1 Dec. 31, 2026

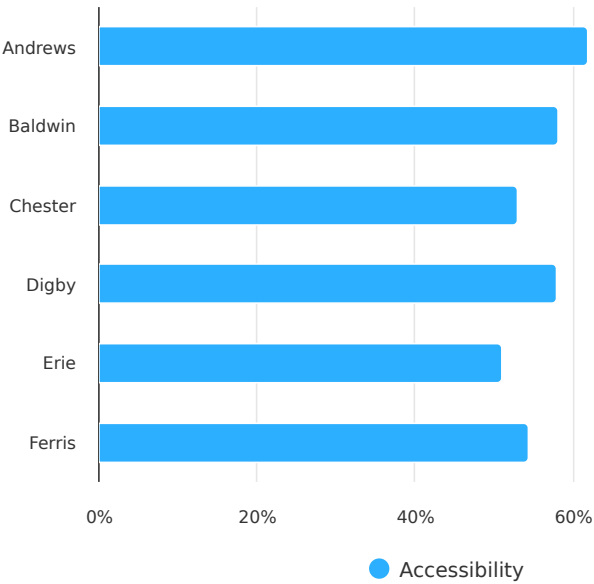
## Traditional Statistics

|                             |       |
|-----------------------------|-------|
| 2026 Total Market Size      | 8,067 |
| 2026 Total Units Sold       | 8,067 |
| Segment % of Total Industry | 30.4% |
| 2027 Demand Growth Rate     | 9.2%  |

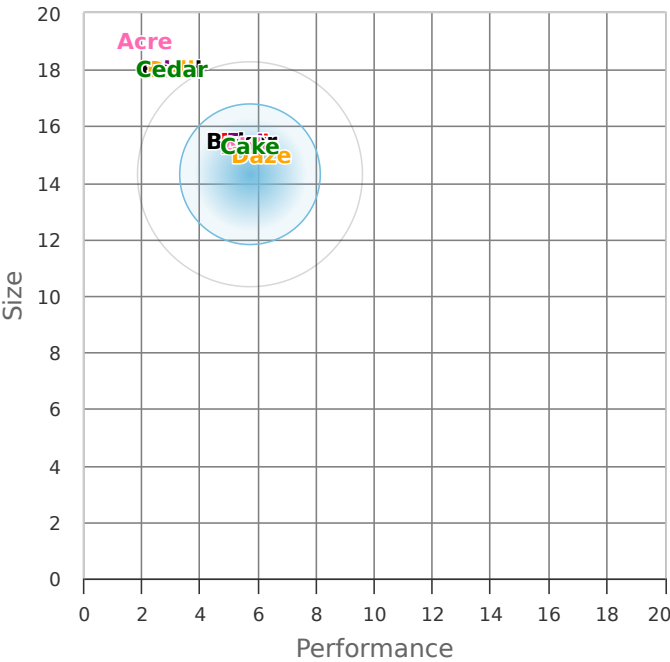
## Traditional Customer Buying Criteria

|             | Expectations              | Importance |
|-------------|---------------------------|------------|
| Age         | 2 Years                   | 47%        |
| Price       | \$19.50 - \$29.50         | 23%        |
| Positioning | Performance 5.7 Size 14.3 | 21%        |
| MTBF        | 14,000 - 19,000 Hours     | 9%         |

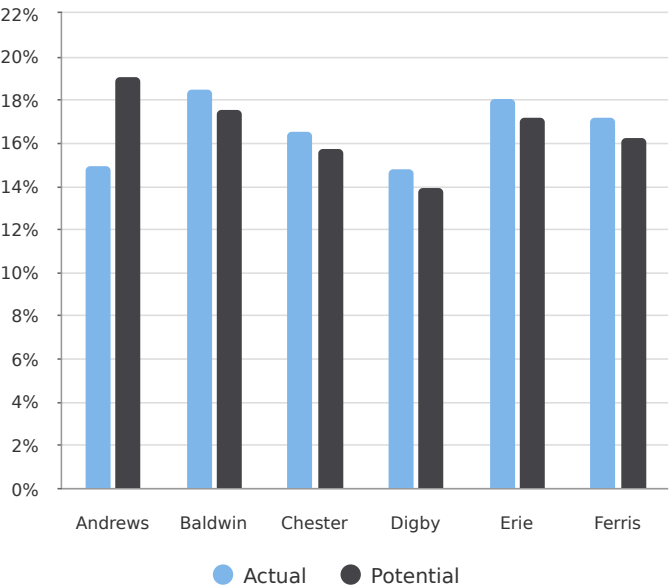
## Accessibility



## Perceptual Map for Traditional



## Actual vs. Potential Market Share



| Top Products |         |              |                |           |               |     |      |      |        |              |                        |              |                    |                       |
|--------------|---------|--------------|----------------|-----------|---------------|-----|------|------|--------|--------------|------------------------|--------------|--------------------|-----------------------|
| Name         | Price   | Units Sold ▼ | Potential Sold | Stock Out | Revision Date | Age | Pfmn | Size | MTBF   | Sales Budget | Customer Accessibility | Promo Budget | Customer Awareness | Customer Satisfaction |
| Baker        | \$29.50 | 1,387        | 1,319          | No        | 11-Mar-2026   | 2.5 | 5.4  | 14.5 | 17,000 | \$1,362      | 58%                    | \$1,300      | 68%                | 33                    |
| Eat          | \$27.50 | 1,368        | 1,301          | No        | 18-Mar-2026   | 2.4 | 5.6  | 14.5 | 16,500 | \$1,015      | 51%                    | \$1,050      | 60%                | 33                    |
| Fast         | \$29.50 | 1,313        | 1,249          | No        | 4-Mar-2026    | 2.5 | 5.6  | 14.5 | 17,500 | \$1,175      | 54%                    | \$1,100      | 62%                | 31                    |
| Cake         | \$27.50 | 1,262        | 1,198          | No        | 24-Apr-2026   | 2.4 | 5.7  | 14.3 | 15,000 | \$1,070      | 53%                    | \$1,100      | 62%                | 32                    |
| Able         | \$28.00 | 1,104        | 1,406          | Yes       | 18-Mar-2026   | 2.4 | 5.7  | 14.3 | 17,500 | \$1,500      | 62%                    | \$1,000      | 58%                | 36                    |
| Daze         | \$29.50 | 1,099        | 1,039          | No        | 13-June-2026  | 2.3 | 6.1  | 14   | 17,800 | \$1,330      | 58%                    | \$1,100      | 62%                | 34                    |
| Bead         | \$21.50 | 102          | 99             | No        | 26-May-2021   | 5.6 | 3    | 17   | 14,000 | \$1,362      | 58%                    | \$1,300      | 65%                | 1                     |
| Dell         | \$22.00 | 91           | 88             | No        | 26-May-2021   | 5.6 | 3    | 17   | 14,000 | \$1,396      | 58%                    | \$1,100      | 59%                | 1                     |
| Ebb          | \$20.00 | 90           | 88             | No        | 15-Jan-2026   | 5.6 | 3    | 17   | 13,000 | \$1,015      | 51%                    | \$1,050      | 58%                | 1                     |
| Acre         | \$20.00 | 79           | 114            | Yes       | 15-Nov-2026   | 2.9 | 2.1  | 18   | 14,000 | \$1,500      | 62%                    | \$1,000      | 56%                | 0                     |
| Feat         | \$22.00 | 71           | 68             | No        | 15-Jan-2026   | 5.6 | 3    | 17   | 13,000 | \$1,175      | 54%                    | \$1,100      | 59%                | 0                     |
| Cedar        | \$20.00 | 70           | 68             | No        | 30-Jan-2026   | 5.6 | 3    | 17   | 12,000 | \$1,123      | 53%                    | \$1,100      | 59%                | 0                     |



# Low End Segment Analysis

CP131975\_10    Round: 1 Dec. 31, 2026

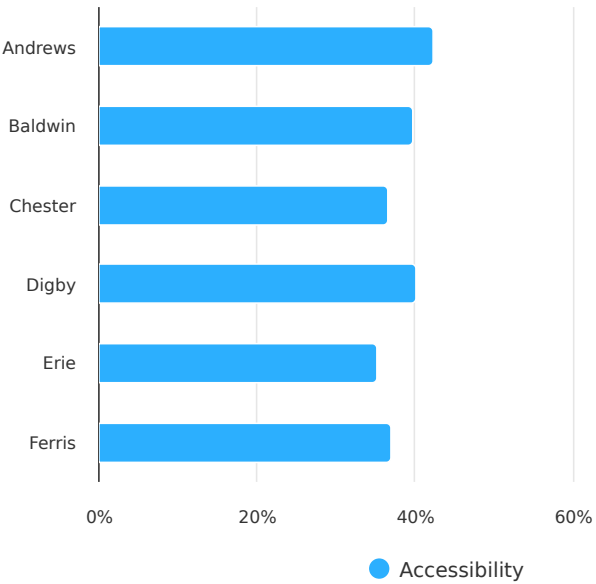
## Low End Statistics

|                             |        |
|-----------------------------|--------|
| 2026 Total Market Size      | 10,009 |
| 2026 Total Units Sold       | 10,009 |
| Segment % of Total Industry | 38.6%  |
| 2027 Demand Growth Rate     | 11.7%  |

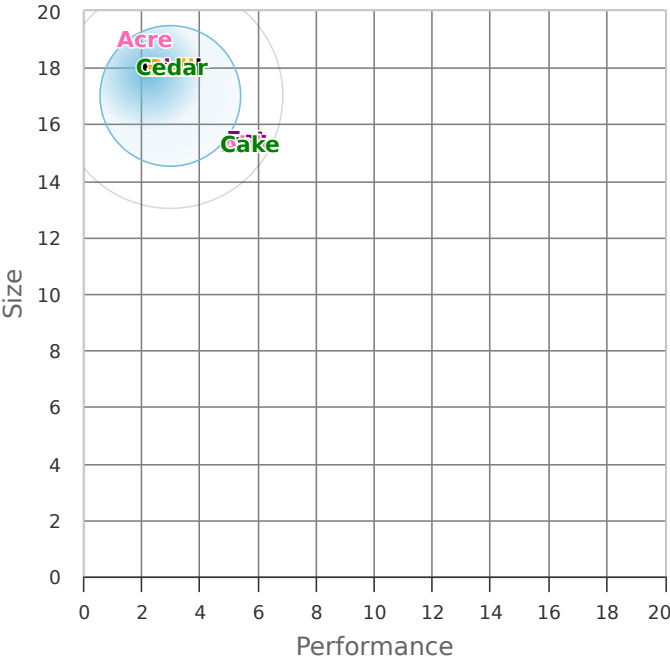
## Low End Customer Buying Criteria

|             | Expectations              | Importance |
|-------------|---------------------------|------------|
| Price       | \$14.50 - \$24.50         | 53%        |
| Age         | 7 Years                   | 24%        |
| Positioning | Performance 2.2 Size 17.8 | 16%        |
| MTBF        | 12,000 - 17,000 Hours     | 7%         |

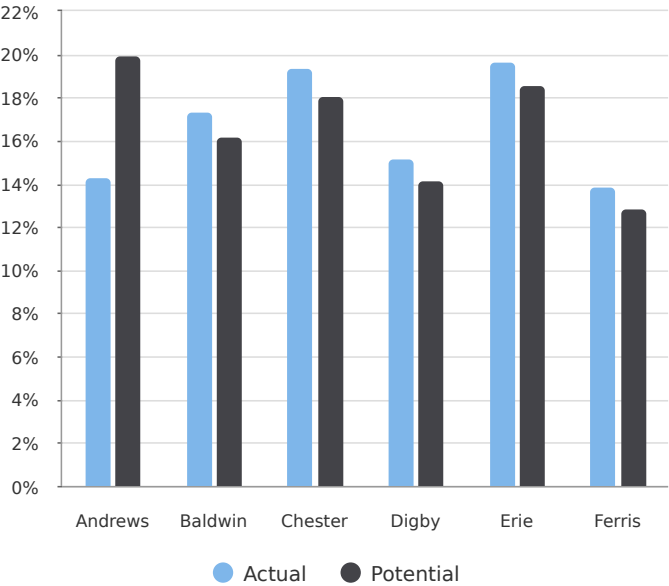
## Accessibility



## Perceptual Map for Low End



## Actual vs. Potential Market Share



| Top Products |         |              |                |           |               |     |      |      |        |              |                        |              |                    |                       |
|--------------|---------|--------------|----------------|-----------|---------------|-----|------|------|--------|--------------|------------------------|--------------|--------------------|-----------------------|
| Name         | Price   | Units Sold ▼ | Potential Sold | Stock Out | Revision Date | Age | Pfmn | Size | MTBF   | Sales Budget | Customer Accessibility | Promo Budget | Customer Awareness | Customer Satisfaction |
| Ebb          | \$20.00 | 1,964        | 1,852          | No        | 15-Jan-2026   | 5.6 | 3    | 17   | 13,000 | \$1,015      | 35%                    | \$1,050      | 58%                | 18                    |
| Cedar        | \$20.00 | 1,937        | 1,814          | No        | 30-Jan-2026   | 5.6 | 3    | 17   | 12,000 | \$1,123      | 37%                    | \$1,100      | 59%                | 18                    |
| Bead         | \$21.50 | 1,744        | 1,620          | No        | 26-May-2021   | 5.6 | 3    | 17   | 14,000 | \$1,362      | 40%                    | \$1,300      | 65%                | 16                    |
| Dell         | \$22.00 | 1,526        | 1,417          | No        | 26-May-2021   | 5.6 | 3    | 17   | 14,000 | \$1,396      | 40%                    | \$1,100      | 59%                | 14                    |
| Acre         | \$20.00 | 1,434        | 2,000          | Yes       | 15-Nov-2026   | 2.9 | 2.1  | 18   | 14,000 | \$1,500      | 42%                    | \$1,000      | 56%                | 16                    |
| Feat         | \$22.00 | 1,394        | 1,296          | No        | 15-Jan-2026   | 5.6 | 3    | 17   | 13,000 | \$1,175      | 37%                    | \$1,100      | 59%                | 13                    |
| Eat          | \$27.50 | 8            | 7              | No        | 18-Mar-2026   | 2.4 | 5.6  | 14.5 | 16,500 | \$1,015      | 35%                    | \$1,050      | 60%                | 0                     |
| Cake         | \$27.50 | 2            | 1              | No        | 24-Apr-2026   | 2.4 | 5.7  | 14.3 | 15,000 | \$1,070      | 37%                    | \$1,100      | 62%                | 0                     |
| Able         | \$28.00 | 1            | 2              | Yes       | 18-Mar-2026   | 2.4 | 5.7  | 14.3 | 17,500 | \$1,500      | 42%                    | \$1,000      | 58%                | 0                     |

# High End Segment Analysis

CP131975\_10    Round: 1 Dec. 31, 2026

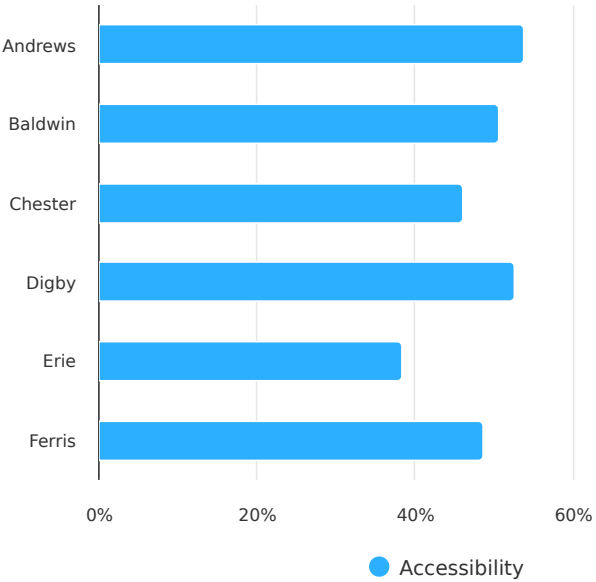
## High End Statistics

|                             |       |
|-----------------------------|-------|
| 2026 Total Market Size      | 2,967 |
| 2026 Total Units Sold       | 2,967 |
| Segment % of Total Industry | 11.9% |
| 2027 Demand Growth Rate     | 16.2% |

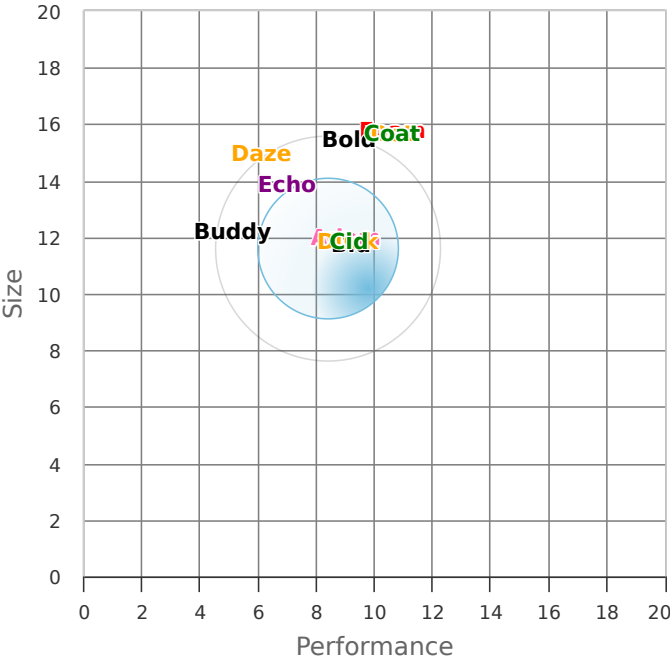
## High End Customer Buying Criteria

|             | Expectations              | Importance |
|-------------|---------------------------|------------|
| Positioning | Performance 9.8 Size 10.2 | 43%        |
| Age         | 0 Years                   | 29%        |
| MTBF        | 20,000 - 25,000 Hours     | 19%        |
| Price       | \$29.50 - \$39.50         | 9%         |

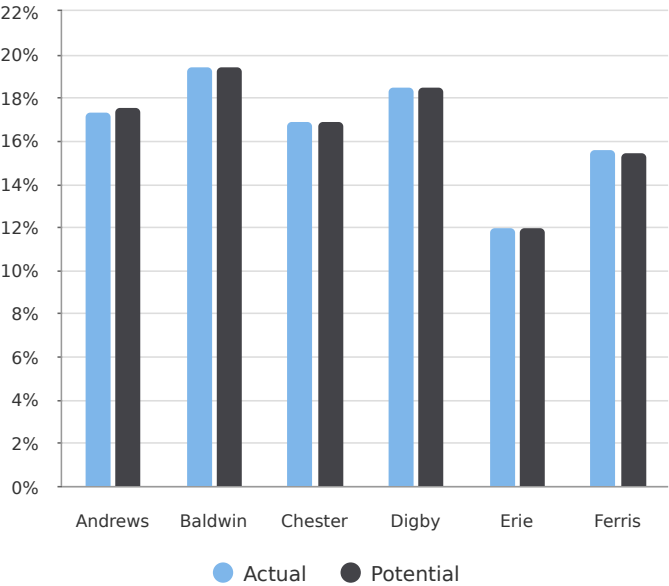
## Accessibility



## Perceptual Map for High End



## Actual vs. Potential Market Share



| Top Products |         |              |                |           |               |     |      |      |        |              |                        |              |                    |                       |
|--------------|---------|--------------|----------------|-----------|---------------|-----|------|------|--------|--------------|------------------------|--------------|--------------------|-----------------------|
| Name         | Price   | Units Sold ▼ | Potential Sold | Stock Out | Revision Date | Age | Pfmn | Size | MTBF   | Sales Budget | Customer Accessibility | Promo Budget | Customer Awareness | Customer Satisfaction |
| Adam         | \$39.00 | 477          | 477            | No        | 11-Nov-2026   | 1.4 | 9    | 11   | 24,000 | \$1,500      | 54%                    | \$1,000      | 54%                | 29                    |
| Duck         | \$39.50 | 474          | 473            | No        | 27-Nov-2026   | 1.4 | 9.1  | 10.9 | 23,500 | \$1,396      | 53%                    | \$1,100      | 57%                | 29                    |
| Cid          | \$37.50 | 462          | 462            | No        | 1-Dec-2026    | 1.4 | 9.1  | 10.9 | 23,000 | \$1,123      | 46%                    | \$1,000      | 54%                | 27                    |
| Bid          | \$39.50 | 439          | 438            | No        | 30-Dec-2026   | 1.4 | 9.2  | 10.8 | 23,500 | \$1,362      | 51%                    | \$1,250      | 62%                | 31                    |
| Fist         | \$39.50 | 409          | 408            | No        | 15-Dec-2026   | 1.4 | 9.1  | 10.9 | 24,000 | \$1,175      | 49%                    | \$1,000      | 54%                | 29                    |
| Echo         | \$39.50 | 326          | 326            | No        | 28-Dec-2026   | 1.4 | 7    | 12.9 | 17,000 | \$725        | 38%                    | \$900        | 51%                | 2                     |
| Bold         | \$34.50 | 103          | 103            | No        | 28-Aug-2026   | 1.9 | 9.1  | 14.5 | 22,500 | \$654        | 51%                    | \$1,300      | 61%                | 4                     |
| Daze         | \$29.50 | 40           | 40             | No        | 13-June-2026  | 2.3 | 6.1  | 14   | 17,800 | \$1,330      | 53%                    | \$1,100      | 62%                | 1                     |
| Coat         | \$32.50 | 36           | 36             | No        | 18-Nov-2026   | 1.8 | 10.6 | 14.7 | 26,000 | \$1,016      | 46%                    | \$1,000      | 52%                | 1                     |
| Dot          | \$34.50 | 35           | 35             | No        | 8-Nov-2026    | 1.8 | 10.6 | 14.7 | 26,000 | \$1,263      | 53%                    | \$1,100      | 55%                | 1                     |
| Foam         | \$34.50 | 32           | 32             | No        | 5-Nov-2026    | 1.8 | 10.6 | 14.8 | 26,000 | \$1,175      | 49%                    | \$1,000      | 52%                | 1                     |
| Buddy        | \$34.50 | 24           | 24             | No        | 9-Aug-2026    | 2   | 5.1  | 11.2 | 19,000 | \$708        | 51%                    | \$1,300      | 61%                | 1                     |

# Performance Segment Analysis

CP131975\_10    Round: 1 Dec. 31, 2026

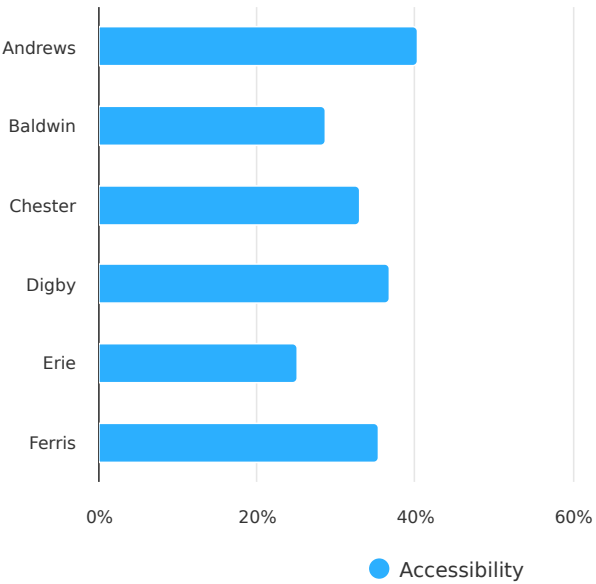
## Performance Statistics

|                             |       |
|-----------------------------|-------|
| 2026 Total Market Size      | 2,294 |
| 2026 Total Units Sold       | 2,294 |
| Segment % of Total Industry | 9.5%  |
| 2027 Demand Growth Rate     | 19.8% |

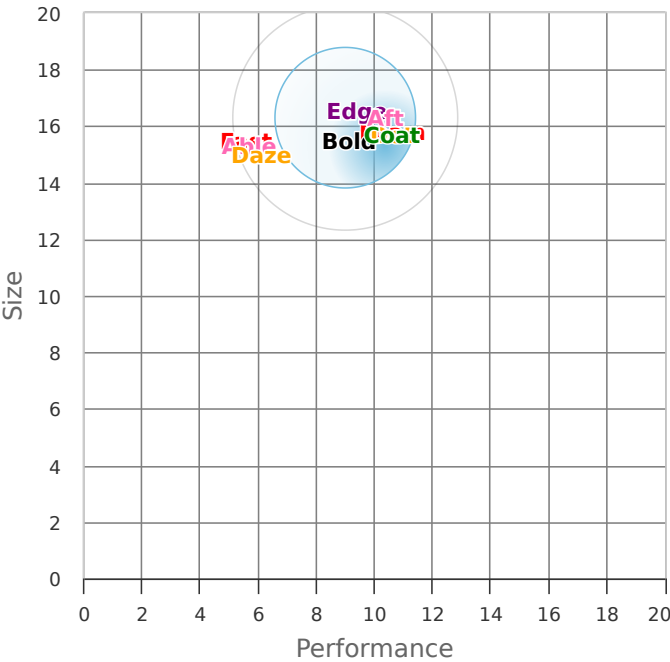
## Performance Customer Buying Criteria

|             | Expectations               | Importance |
|-------------|----------------------------|------------|
| MTBF        | 22,000 - 27,000 Hours      | 43%        |
| Positioning | Performance 10.4 Size 15.3 | 29%        |
| Price       | \$24.50 - \$34.50          | 19%        |
| Age         | 1 Years                    | 9%         |

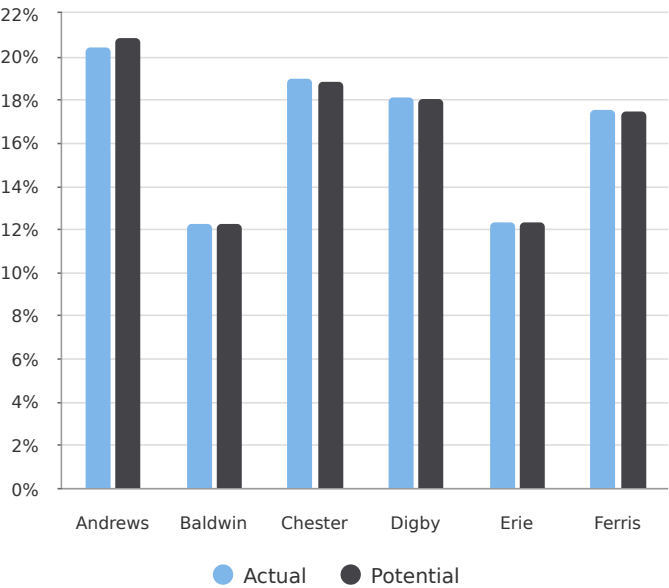
## Accessibility



## Perceptual Map for Performance



## Actual vs. Potential Market Share



| Top Products |         |              |                |           |               |     |      |      |        |              |                        |              |                    |                       |
|--------------|---------|--------------|----------------|-----------|---------------|-----|------|------|--------|--------------|------------------------|--------------|--------------------|-----------------------|
| Name         | Price   | Units Sold ▼ | Potential Sold | Stock Out | Revision Date | Age | Pfmn | Size | MTBF   | Sales Budget | Customer Accessibility | Promo Budget | Customer Awareness | Customer Satisfaction |
| Aft          | \$33.00 | 469          | 478            | Yes       | 23-July-2026  | 2   | 10.4 | 15.3 | 25,000 | \$1,500      | 40%                    | \$1,000      | 52%                | 24                    |
| Coat         | \$32.50 | 436          | 433            | No        | 18-Nov-2026   | 1.8 | 10.6 | 14.7 | 26,000 | \$1,016      | 33%                    | \$1,000      | 52%                | 28                    |
| Dot          | \$34.50 | 415          | 413            | No        | 8-Nov-2026    | 1.8 | 10.6 | 14.7 | 26,000 | \$1,263      | 37%                    | \$1,100      | 55%                | 27                    |
| Foam         | \$34.50 | 402          | 400            | No        | 5-Nov-2026    | 1.8 | 10.6 | 14.8 | 26,000 | \$1,175      | 35%                    | \$1,000      | 52%                | 26                    |
| Edge         | \$34.50 | 284          | 283            | No        | 2-July-2023   | 3.5 | 9.4  | 15.5 | 25,000 | \$145        | 25%                    | \$300        | 33%                | 12                    |
| Bold         | \$34.50 | 283          | 282            | No        | 28-Aug-2026   | 1.9 | 9.1  | 14.5 | 22,500 | \$654        | 29%                    | \$1,300      | 61%                | 7                     |
| Daze         | \$29.50 | 2            | 2              | No        | 13-June-2026  | 2.3 | 6.1  | 14   | 17,800 | \$1,330      | 37%                    | \$1,100      | 62%                | 0                     |
| Able         | \$28.00 | 1            | 2              | Yes       | 18-Mar-2026   | 2.4 | 5.7  | 14.3 | 17,500 | \$1,500      | 40%                    | \$1,000      | 58%                | 0                     |
| Fast         | \$29.50 | 1            | 1              | No        | 4-Mar-2026    | 2.5 | 5.6  | 14.5 | 17,500 | \$1,175      | 35%                    | \$1,100      | 62%                | 0                     |

# Size Segment Analysis

CP131975\_10    Round: 1 Dec. 31, 2026

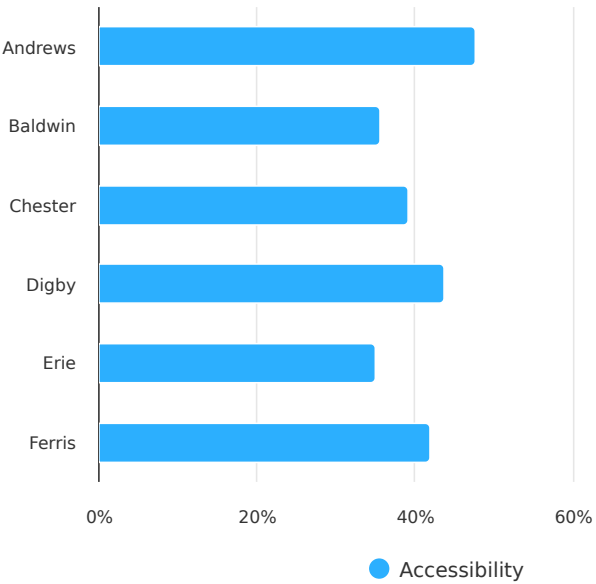
## Size Statistics

|                             |       |
|-----------------------------|-------|
| 2026 Total Market Size      | 2,347 |
| 2026 Total Units Sold       | 2,347 |
| Segment % of Total Industry | 9.6%  |
| 2027 Demand Growth Rate     | 18.3% |

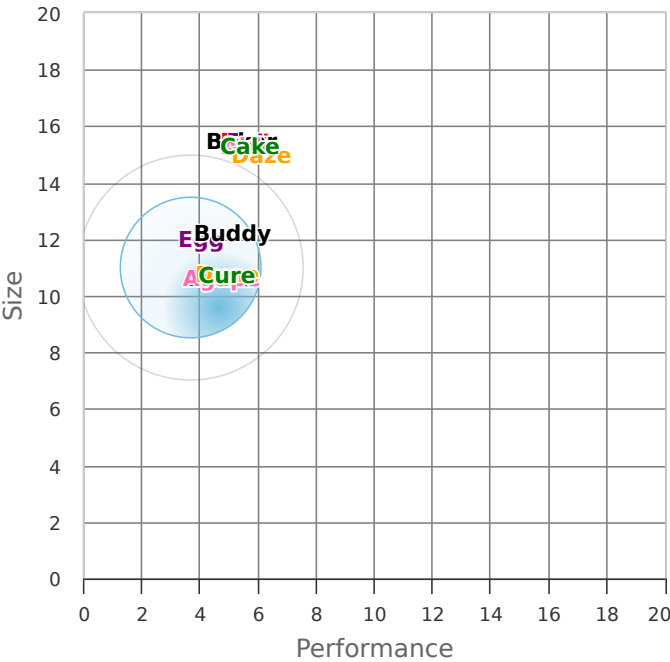
## Size Customer Buying Criteria

|             | Expectations             | Importance |
|-------------|--------------------------|------------|
| Positioning | Performance 4.7 Size 9.6 | 43%        |
| Age         | 1.5 Years                | 29%        |
| MTBF        | 16,000 - 21,000 Hours    | 19%        |
| Price       | \$24.50 - \$34.50        | 9%         |

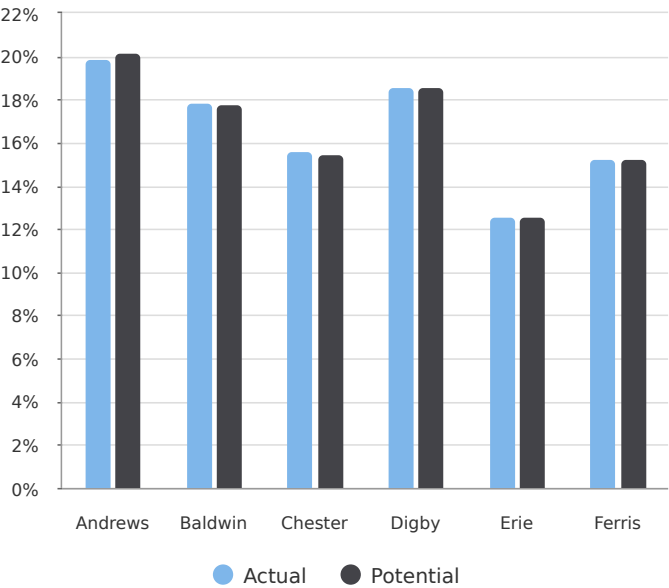
## Accessibility



## Perceptual Map for Size



## Actual vs. Potential Market Share



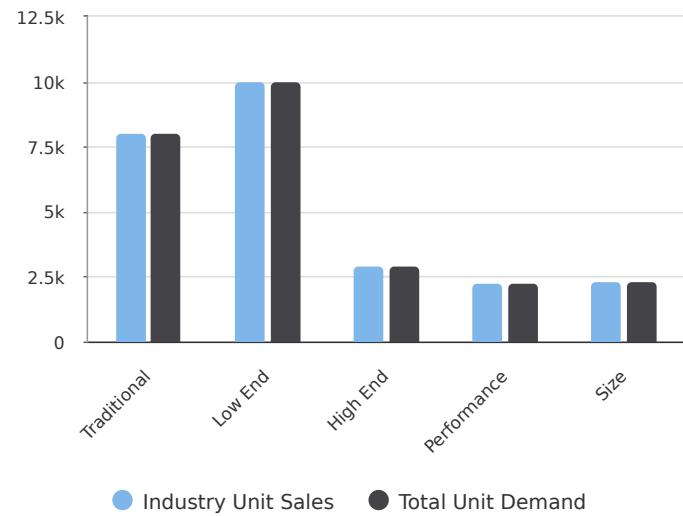
| Top Products |         |              |                |           |               |     |      |      |        |              |                        |              |                    |                       |
|--------------|---------|--------------|----------------|-----------|---------------|-----|------|------|--------|--------------|------------------------|--------------|--------------------|-----------------------|
| Name         | Price   | Units Sold ▼ | Potential Sold | Stock Out | Revision Date | Age | Pfmn | Size | MTBF   | Sales Budget | Customer Accessibility | Promo Budget | Customer Awareness | Customer Satisfaction |
| Agape        | \$27.00 | 434          | 432            | No        | 3-Dec-2026    | 1.8 | 4.7  | 9.6  | 19,000 | \$1,500      | 48%                    | \$1,000      | 52%                | 45                    |
| Dune         | \$34.50 | 407          | 405            | No        | 7-Nov-2026    | 1.9 | 4.9  | 9.8  | 19,000 | \$1,263      | 44%                    | \$1,100      | 55%                | 37                    |
| Buddy        | \$34.50 | 384          | 382            | No        | 9-Aug-2026    | 2   | 5.1  | 11.2 | 19,000 | \$708        | 36%                    | \$1,300      | 61%                | 15                    |
| Cure         | \$32.50 | 340          | 338            | No        | 22-Dec-2026   | 1.8 | 4.9  | 9.7  | 18,000 | \$1,016      | 39%                    | \$1,000      | 52%                | 34                    |
| Fume         | \$34.50 | 333          | 332            | No        | 3-Dec-2026    | 1.8 | 4.7  | 9.6  | 19,000 | \$1,175      | 42%                    | \$1,000      | 52%                | 37                    |
| Egg          | \$34.50 | 273          | 272            | No        | 29-Dec-2027   | 3.6 | 4    | 11   | 19,000 | \$725        | 35%                    | \$900        | 49%                | 6                     |
| Baker        | \$29.50 | 37           | 37             | No        | 11-Mar-2026   | 2.5 | 5.4  | 14.5 | 17,000 | \$1,362      | 36%                    | \$1,300      | 68%                | 1                     |
| Able         | \$28.00 | 33           | 43             | Yes       | 18-Mar-2026   | 2.4 | 5.7  | 14.3 | 17,500 | \$1,500      | 48%                    | \$1,000      | 58%                | 1                     |
| Daze         | \$29.50 | 31           | 30             | No        | 13-June-2026  | 2.3 | 6.1  | 14   | 17,800 | \$1,330      | 44%                    | \$1,100      | 62%                | 1                     |
| Cake         | \$27.50 | 26           | 26             | No        | 24-Apr-2026   | 2.4 | 5.7  | 14.3 | 15,000 | \$1,070      | 39%                    | \$1,100      | 62%                | 0                     |
| Fast         | \$29.50 | 26           | 26             | No        | 4-Mar-2026    | 2.5 | 5.6  | 14.5 | 17,500 | \$1,175      | 42%                    | \$1,100      | 62%                | 0                     |
| Eat          | \$27.50 | 23           | 23             | No        | 18-Mar-2026   | 2.4 | 5.6  | 14.5 | 16,500 | \$1,015      | 35%                    | \$1,050      | 60%                | 0                     |



Market Share

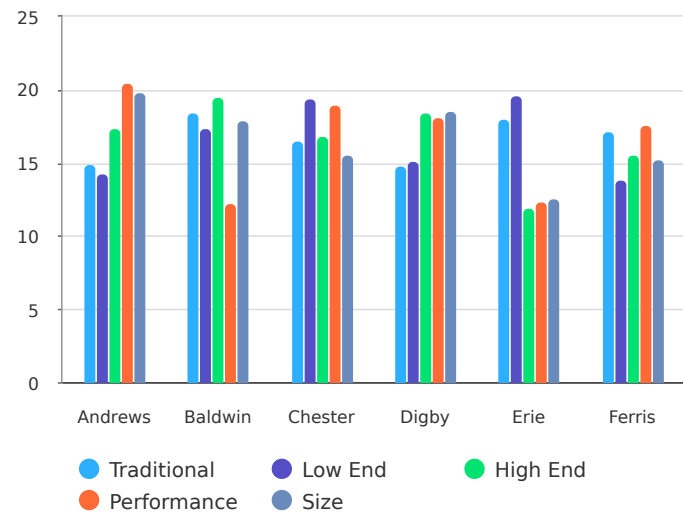
CP131975\_10    Round: 1 Dec. 31, 2026

Units Sold vs. Demand



| Actual Market Share in Units |             |         |          |             |       |        |
|------------------------------|-------------|---------|----------|-------------|-------|--------|
| Name                         | Traditional | Low End | High End | Performance | Size  | Total  |
| Industry Unit Sales          | 8,067       | 10,009  | 2,967    | 2,294       | 2,347 | 25,684 |
| % of Market                  | 31.4%       | 39%     | 11.6%    | 8.9%        | 9.1%  | 100%   |
| Able                         | 13.7%       | 0%      | 0.6%     | 0.1%        | 1.4%  | 4.5%   |
| Acre                         | 1%          | 14.3%   | 0%       | 0%          | 0%    | 5.9%   |
| Adam                         | 0%          | 0%      | 16.1%    | 0%          | 0%    | 1.9%   |
| Aft                          | 0%          | 0%      | 0.8%     | 20.4%       | 0%    | 1.9%   |
| Agape                        | 0.3%        | 0%      | 0%       | 0%          | 18.5% | 1.8%   |
| Total                        | 15%         | 14.3%   | 17.4%    | 20.5%       | 19.9% | 16%    |
| Baker                        | 17.2%       | 0%      | 0.5%     | 0%          | 1.6%  | 5.6%   |
| Bead                         | 1.3%        | 17.4%   | 0%       | 0%          | 0%    | 7.2%   |
| Bid                          | 0%          | 0%      | 14.8%    | 0%          | 0%    | 1.7%   |
| Bold                         | 0%          | 0%      | 3.5%     | 12.3%       | 0%    | 1.5%   |
| Buddy                        | 0%          | 0%      | 0.8%     | 0%          | 16.3% | 1.6%   |
| Total                        | 18.5%       | 17.4%   | 19.5%    | 12.3%       | 17.9% | 17.6%  |
| Cake                         | 15.6%       | 0%      | 0.1%     | 0%          | 1.1%  | 5%     |
| Cedar                        | 0.9%        | 19.4%   | 0%       | 0%          | 0%    | 7.8%   |
| Cid                          | 0%          | 0%      | 15.6%    | 0%          | 0%    | 1.8%   |
| Coat                         | 0%          | 0%      | 1.2%     | 19%         | 0%    | 1.8%   |
| Cure                         | 0.1%        | 0%      | 0%       | 0%          | 14.5% | 1.4%   |
| Total                        | 16.6%       | 19.4%   | 16.9%    | 19%         | 15.6% | 17.8%  |
| Daze                         | 13.6%       | 0%      | 1.4%     | 0.1%        | 1.3%  | 4.6%   |
| Dell                         | 1.1%        | 15.2%   | 0%       | 0%          | 0%    | 6.3%   |
| Dot                          | 0%          | 0%      | 1.2%     | 18.1%       | 0%    | 1.8%   |
| Duck                         | 0%          | 0%      | 16%      | 0%          | 0%    | 1.8%   |
| Dune                         | 0%          | 0%      | 0%       | 0%          | 17.3% | 1.6%   |
| Total                        | 14.8%       | 15.2%   | 18.5%    | 18.2%       | 18.6% | 16%    |
| Eat                          | 17%         | 0.1%    | 0.3%     | 0%          | 1%    | 5.5%   |
| Ebb                          | 1.1%        | 19.6%   | 0%       | 0%          | 0%    | 8%     |
| Echo                         | 0%          | 0%      | 11%      | 0%          | 0%    | 1.3%   |

Market Share

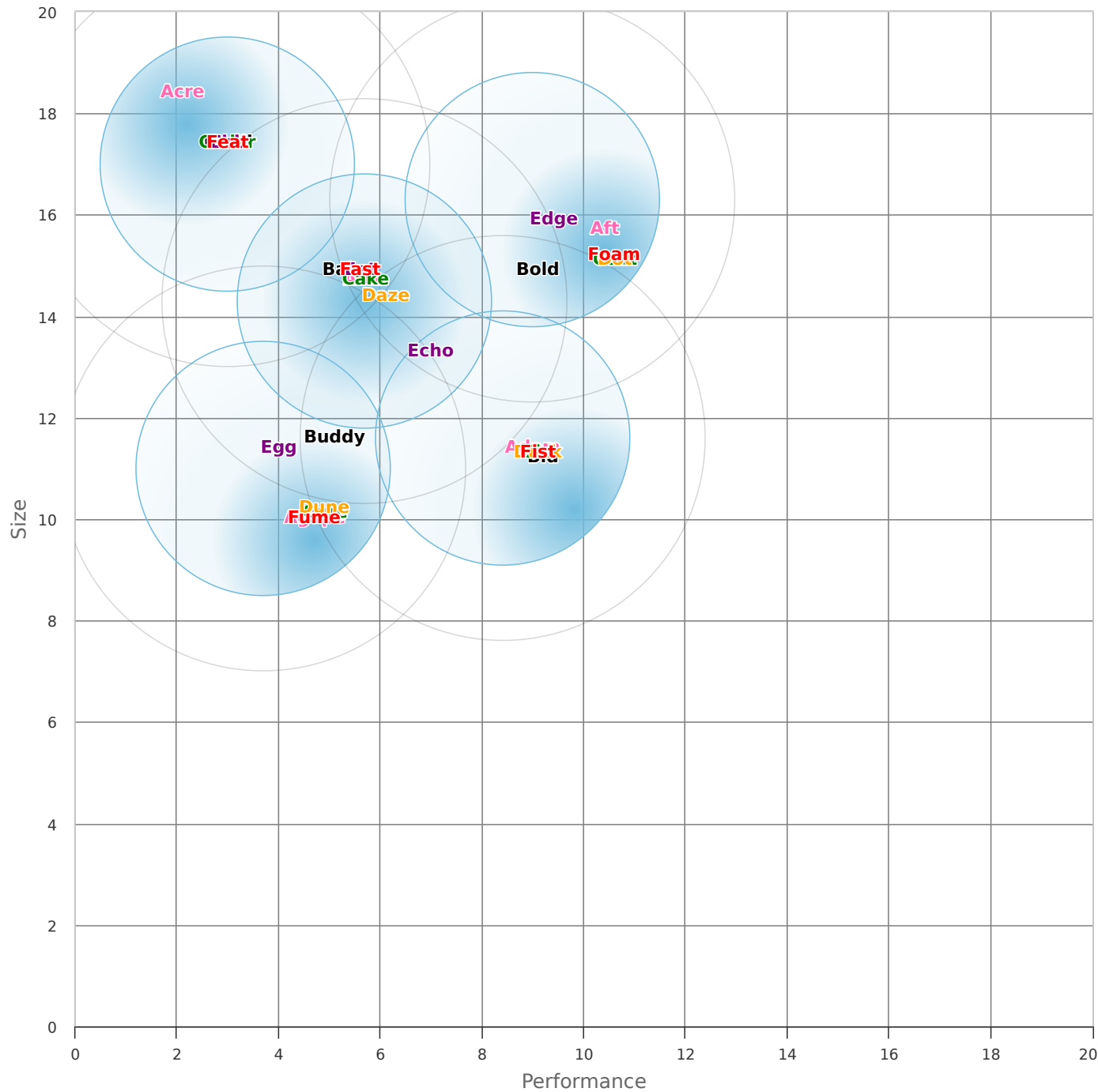


| Potential Market Share in Units |             |         |          |             |       |        |
|---------------------------------|-------------|---------|----------|-------------|-------|--------|
| Name                            | Traditional | Low End | High End | Performance | Size  | Total  |
| Units Demanded                  | 8,067       | 10,009  | 2,967    | 2,294       | 2,347 | 25,684 |
| % of Market                     | 31.4%       | 39%     | 11.6%    | 8.9%        | 9.1%  | 100%   |
| Able                            | 17.4%       | 0%      | 0.7%     | 0.1%        | 1.8%  | 5.7%   |
| Acre                            | 1.4%        | 20%     | 0%       | 0%          | 0%    | 8.2%   |
| Adam                            | 0%          | 0%      | 16.1%    | 0%          | 0%    | 1.9%   |
| Aft                             | 0%          | 0%      | 0.8%     | 20.8%       | 0%    | 2%     |
| Agape                           | 0.3%        | 0%      | 0%       | 0%          | 18.4% | 1.8%   |
| Total                           | 19.1%       | 20%     | 17.6%    | 20.9%       | 20.2% | 19.5%  |
| Baker                           | 16.4%       | 0%      | 0.5%     | 0%          | 1.6%  | 5.3%   |
| Bead                            | 1.2%        | 16.2%   | 0%       | 0%          | 0%    | 6.7%   |
| Bid                             | 0%          | 0%      | 14.8%    | 0%          | 0%    | 1.7%   |
| Bold                            | 0%          | 0%      | 3.5%     | 12.3%       | 0%    | 1.5%   |
| Buddy                           | 0%          | 0%      | 0.8%     | 0%          | 16.3% | 1.6%   |
| Total                           | 17.6%       | 16.2%   | 19.5%    | 12.3%       | 17.8% | 16.8%  |
| Cake                            | 14.9%       | 0%      | 0.1%     | 0%          | 1.1%  | 4.8%   |
| Cedar                           | 0.8%        | 18.1%   | 0%       | 0%          | 0%    | 7.3%   |
| Cid                             | 0%          | 0%      | 15.6%    | 0%          | 0%    | 1.8%   |
| Coat                            | 0%          | 0%      | 1.2%     | 18.9%       | 0%    | 1.8%   |
| Cure                            | 0.1%        | 0%      | 0%       | 0%          | 14.4% | 1.3%   |
| Total                           | 15.8%       | 18.1%   | 16.9%    | 18.9%       | 15.5% | 17.1%  |
| Daze                            | 12.9%       | 0%      | 1.3%     | 0.1%        | 1.3%  | 4.3%   |
| Dell                            | 1.1%        | 14.2%   | 0%       | 0%          | 0%    | 5.9%   |
| Dot                             | 0%          | 0%      | 1.2%     | 18%         | 0%    | 1.7%   |
| Duck                            | 0%          | 0%      | 15.9%    | 0%          | 0%    | 1.8%   |
| Dune                            | 0%          | 0%      | 0%       | 0%          | 17.3% | 1.6%   |
| Total                           | 14%         | 14.2%   | 18.5%    | 18.1%       | 18.6% | 15.4%  |
| Eat                             | 16.1%       | 0.1%    | 0.3%     | 0%          | 1%    | 5.2%   |
| Ebb                             | 1.1%        | 18.5%   | 0%       | 0%          | 0%    | 7.6%   |
| Echo                            | 0%          | 0%      | 11%      | 0%          | 0%    | 1.3%   |

| Name  | Traditional | Low End | High End | Performance | Size  | Total |
|-------|-------------|---------|----------|-------------|-------|-------|
| Edge  | 0%          | 0%      | 0.8%     | 12.4%       | 0%    | 1.2%  |
| Egg   | 0%          | 0%      | 0%       | 0%          | 11.6% | 1.1%  |
| Total | 18.1%       | 19.7%   | 12%      | 12.4%       | 12.6% | 17%   |
| Fast  | 16.3%       | 0%      | 0.7%     | 0.1%        | 1.1%  | 5.3%  |
| Feat  | 0.9%        | 13.9%   | 0%       | 0%          | 0%    | 5.7%  |
| Fist  | 0%          | 0%      | 13.8%    | 0%          | 0%    | 1.6%  |
| Foam  | 0%          | 0%      | 1.1%     | 17.5%       | 0%    | 1.7%  |
| Fume  | 0%          | 0%      | 0%       | 0%          | 14.2% | 1.3%  |
| Total | 17.2%       | 13.9%   | 15.6%    | 17.6%       | 15.3% | 15.6% |

| Name  | Traditional | Low End | High End | Performance | Size  | Total |
|-------|-------------|---------|----------|-------------|-------|-------|
| Edge  | 0%          | 0%      | 0.8%     | 12.3%       | 0%    | 1.2%  |
| Egg   | 0%          | 0%      | 0%       | 0%          | 11.6% | 1.1%  |
| Total | 17.2%       | 18.6%   | 12%      | 12.4%       | 12.6% | 16.3% |
| Fast  | 15.5%       | 0%      | 0.7%     | 0.1%        | 1.1%  | 5%    |
| Feat  | 0.8%        | 12.9%   | 0%       | 0%          | 0%    | 5.3%  |
| Fist  | 0%          | 0%      | 13.8%    | 0%          | 0%    | 1.6%  |
| Foam  | 0%          | 0%      | 1.1%     | 17.4%       | 0%    | 1.7%  |
| Fume  | 0%          | 0%      | 0%       | 0%          | 14.2% | 1.3%  |
| Total | 16.3%       | 12.9%   | 15.5%    | 17.5%       | 15.3% | 14.9% |

Perceptual Map



| Andrews |      |      |              |
|---------|------|------|--------------|
| Name    | Pfmn | Size | Revised      |
| Able    | 5.7  | 14.3 | 18-Mar-2026  |
| Acre    | 2.1  | 18.0 | 15-Nov-2026  |
| Adam    | 9.0  | 11.0 | 11-Nov-2026  |
| Aft     | 10.4 | 15.3 | 23-July-2026 |
| Agape   | 4.7  | 9.6  | 3-Dec-2026   |

| Baldwin |      |      |             |
|---------|------|------|-------------|
| Name    | Pfmn | Size | Revised     |
| Baker   | 5.4  | 14.5 | 11-Mar-2026 |
| Bead    | 3.0  | 17.0 | 26-May-2021 |
| Bid     | 9.2  | 10.8 | 30-Dec-2026 |
| Bold    | 9.1  | 14.5 | 28-Aug-2026 |
| Buddy   | 5.1  | 11.2 | 9-Aug-2026  |

| Chester |      |      |             |
|---------|------|------|-------------|
| Name    | Pfmn | Size | Revised     |
| Cake    | 5.7  | 14.3 | 24-Apr-2026 |
| Cedar   | 3.0  | 17.0 | 30-Jan-2026 |
| Cid     | 9.1  | 10.9 | 1-Dec-2026  |
| Coat    | 10.6 | 14.7 | 18-Nov-2026 |
| Cure    | 4.9  | 9.7  | 22-Dec-2026 |

| Digby |      |      |              |
|-------|------|------|--------------|
| Name  | Pfmn | Size | Revised      |
| Daze  | 6.1  | 14.0 | 13-June-2026 |
| Dell  | 3.0  | 17.0 | 26-May-2021  |
| Dot   | 10.6 | 14.7 | 8-Nov-2026   |
| Duck  | 9.1  | 10.9 | 27-Nov-2026  |
| Dune  | 4.9  | 9.8  | 7-Nov-2026   |

| Erie |      |      |             |
|------|------|------|-------------|
| Name | Pfmn | Size | Revised     |
| Eat  | 5.6  | 14.5 | 18-Mar-2026 |
| Ebb  | 3.0  | 17.0 | 15-Jan-2026 |
| Echo | 7.0  | 12.9 | 28-Dec-2026 |
| Edge | 9.4  | 15.5 | 2-July-2023 |
| Egg  | 4.0  | 11.0 | 29-Dec-2027 |

| Ferris |      |      |             |
|--------|------|------|-------------|
| Name   | Pfmn | Size | Revised     |
| Fast   | 5.6  | 14.5 | 4-Mar-2026  |
| Feat   | 3.0  | 17.0 | 15-Jan-2026 |
| Fist   | 9.1  | 10.9 | 15-Dec-2026 |
| Foam   | 10.6 | 14.8 | 5-Nov-2026  |
| Fume   | 4.7  | 9.6  | 3-Dec-2026  |

| Workforce Summary     |         |         |         |        |        |        |
|-----------------------|---------|---------|---------|--------|--------|--------|
|                       | Andrews | Baldwin | Chester | Digby  | Erie   | Ferris |
| Number of Employees   | 677     | 726     | 750     | 684    | 707    | 667    |
| First Shift ⓘ         | 598     | 651     | 663     | 638    | 613    | 587    |
| Second Shift ⓘ        | 79      | 75      | 87      | 46     | 94     | 80     |
| Overtime %            | 0%      | 0%      | 0%      | 0%     | 0%     | 0%     |
| Turnover Rate ⓘ       | 10.0%   | 10.0%   | 10.0%   | 10.0%  | 10.0%  | 10.0%  |
| New Employees ⓘ       | 68      | 98      | 124     | 68     | 77     | 67     |
| Separated Employees ⓘ | 24      | 0       | 0       | 17     | 0      | 34     |
| Productivity Index    | 100.0%  | 100.0%  | 100.0%  | 100.0% | 100.0% | 100.0% |