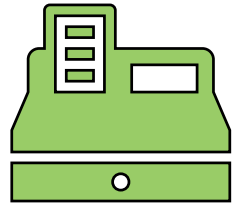


FINANCIAL HIGHLIGHTS

Third Quarter Ended December 31, 2023



Product Sales

\$23.9M

10.5% *Prior Year Variance*



382.7K

Transactions

\$62.37

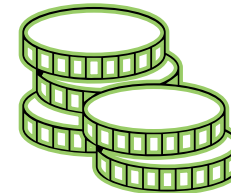
Average Ticket Size



Gross Profit

\$11.8M

13.4% *Prior Year Variance*



Net Income

\$6.0M

26.5% *Prior Year Variance*

Gross profit does not account for expenses beyond the cost of goods sold; while net income accounts for all expenses incurred, such as salaries, depreciation, and rent.

SALES BY PRODUCT

Third Quarter Ended December 31, 2023

