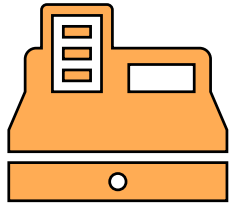




FINANCIAL HIGHLIGHTS

Fourth Quarter Ended March 31, 2024



Product Sales

\$107.0M

3.0% *Prior Year Variance*



1.6M

Transactions

\$39.06

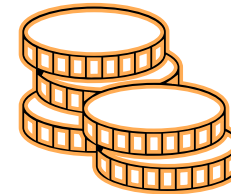
Average Ticket Size



Gross Profit

\$55.7M

2.7% *Prior Year Variance*



Net Income

\$35.7M

(1.2%) *Prior Year Variance*

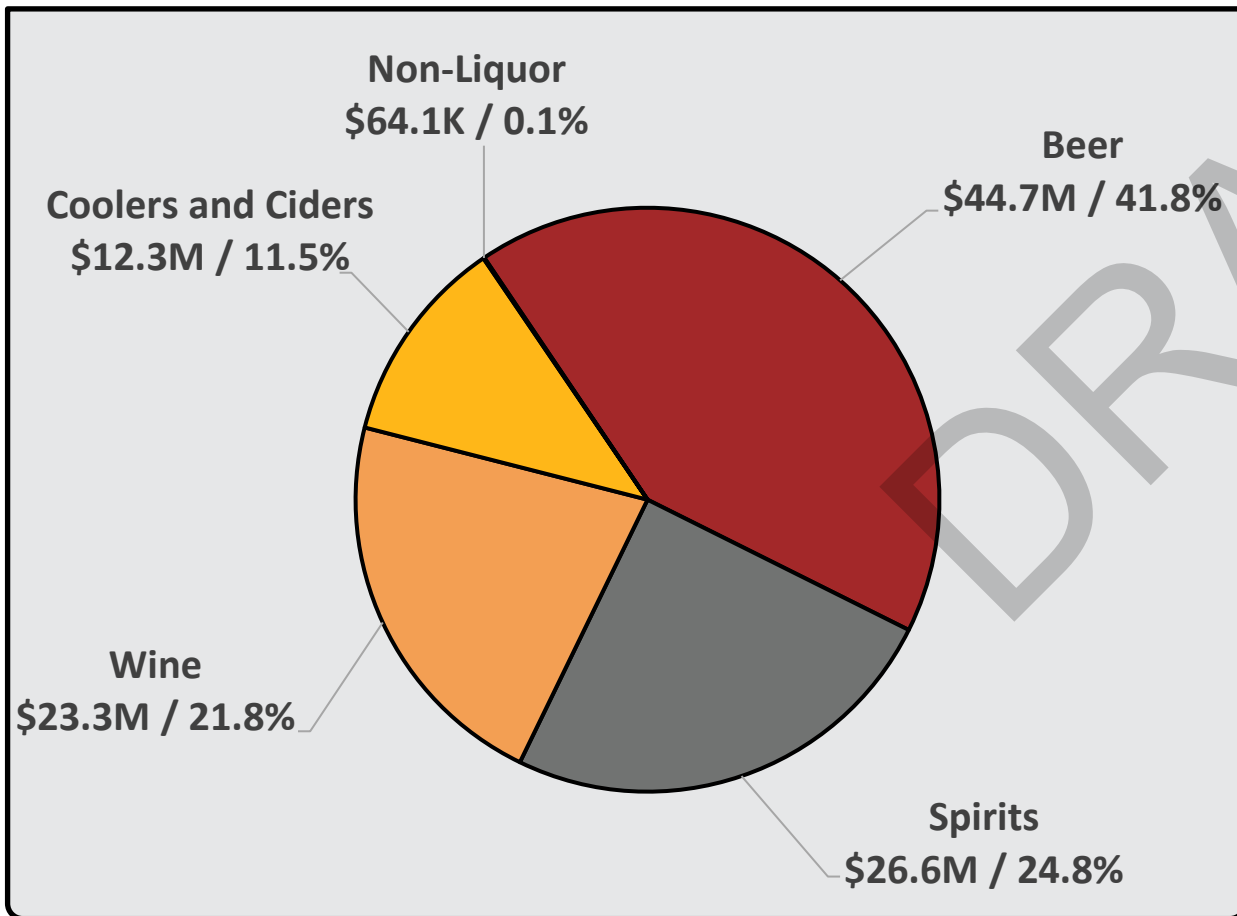
Gross profit does not account for expenses beyond the cost of goods sold; while net income accounts for all expenses incurred, such as salaries, depreciation, and rent.



PRODUCT SALES

Fourth Quarter Ended March 31, 2024

Sales by Product



Sales by Channel

