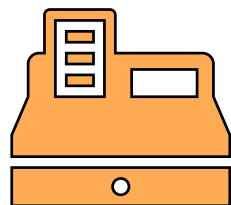




# FINANCIAL HIGHLIGHTS

## Third Quarter Ended December 31, 2023



*Product Sales*

**\$141.5M**

**2.8%** *Prior Year Variance*



**1.9M**

*Transactions*

**\$45.33**

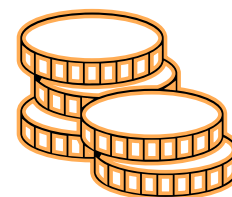
*Average Ticket Size*



*Gross Profit*

**\$75.3M**

**4.1%** *Prior Year Variance*



*Net Income*

**\$55.3M**

**2.4%** *Prior Year Variance*

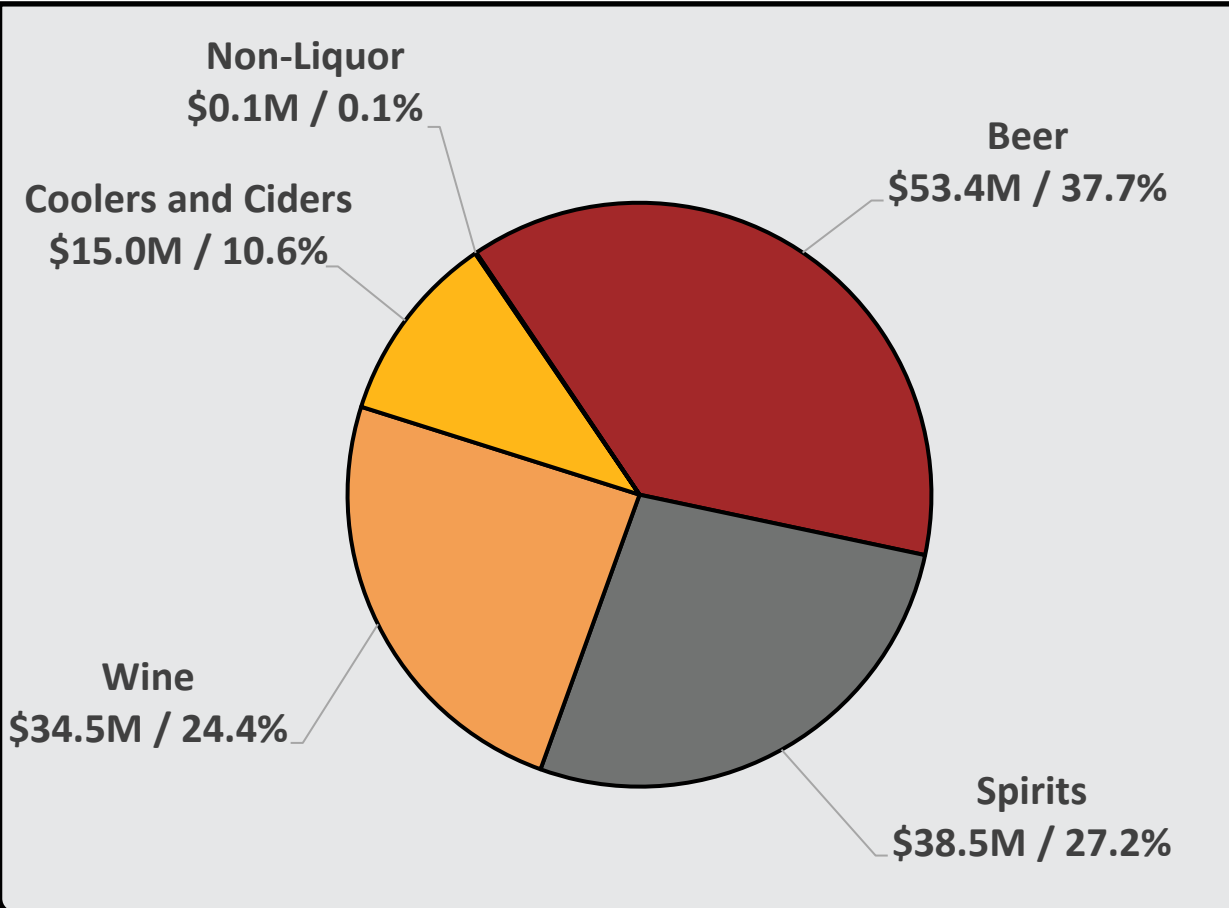
*Gross profit does not account for expenses beyond the cost of goods sold; while net income accounts for all expenses incurred, such as salaries, depreciation, and rent.*



# PRODUCT SALES

## Third Quarter Ended December 31, 2023

### Sales by Product



### Sales by Channel

