



μ

- > \*URXS 5HYHQXH DW ½
- > DW ½
- > YV ½
- > ½ P
- > 2SHUDWLQJ &DVK )ORZ DW ½ LQ )< \
- > ½ P ORZHU E\ FRPSDUHG WR I
- > \*URXS &DVK DW WKH HQG RI )< DW ½ P
- > 1HW 'HEW DW ½ P DW WKH HQG RI )< ORZHU E\ ½
- > \*URVV 'HEW UHGXFHG E\ ½ P YV )<
- >
- >
- >

Note:



*f*

RI ½

- 1/2

x

RSHUDWLRQV 1/2  
%LO\RQHU·V

*f*

$\frac{1}{2}$

$\frac{1}{2}$

-

$\frac{1}{2}$

-

\ RU  $\frac{1}{2}$

f

HQGHG KLJKHU E\ ½ LQ )< ½ ½  
H[SHQVHV ½ P LQ

KLJKHU E\ ½

f

½

LQFUHDVHG E\ ½ 4 ½

-

1/2

-

1/2 P YV

FRQVROLDWLRQ RI DVVRFLDWH

-

RSWLPLJDWLRQ WUDQVDFWLRQ 1/2

-

1/2

-

' \$ 1/2

f

DW 1/2

1/2

-

1/2

-

WKH LPSDFW RI WKH LQFUHDVHG (% , 7 '\$ 1/2

-

4 1/2

-

LQWHUHVW H[SHQVHV 1/2

-

1/2

-

SDUWLFLSDWLRQV DQG LQYHVWPHQWV 1/2

-

1/2

f

(% , DGMXVWHG IRU WKH ); LPSDFW UH  
VWHG IRU WKH ); LPSDFW UHDFKHG 1/2

f

FRQFOXGHG DFWLPSDUHG WR 1/2  
DPRXQWHG WR 1/2 E\ 1/2

f

UHDFKHG WRP 1/2

1/2

VKDSHG DW 1/2 V 1/2  
VKDSHG DW 1/2 V 1/2



*f*

½

FUHDVHG E\ ½



f 2Q 0DUFK ,175\$/27 QRWLILHG WKDW RQ 0DUFK  
/,0,7('« ZKLFK LWRQWUROOHG E\ WKH 6RFLpWp \$QRQ\PH  
,19(670(176 \$1' 6<67(06 6,1\*/( 0(0%(5 +2/ ',1\*6 62&,e7e \$121<0  
WLW0#67.(06µ VROH VKDUHKROGHU RI ZKLFK LV 0U 6RNUD  
  
WKH GLUHFV YRWLQJ ULJKWV RI WKH FRPSDQ\ '\$/3+\$&+2,&(



Gross Profit Breakdown

LQ ½ PLOOLRQ	% Change
	-57.9%
	117.1%
	47.5%
	63.2%

Gross Margin Breakdown

	% Change
	- 9.4pps
	+ 11.6pps
	+ 9.9pps
	+ 7.6pps

*f* WR ½  
ORZHU UHQGHULQJ RI VHUYLFHV WRZDUGV WKH \*URXS·V VXE

*f* VKDSHG DWURP ½  
FRQWDLQPHQWV LQ WKH &RPSDQ\·V RSHUDWLQJ H[SHQVHV W

*f* DW ½P IURP ½

LQ ½ PLOOLRQ	% Change
	-8.1%
	-63.2%
	-
	-21.1%
	-
	-
	-67.0%

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LV &DSLWDO 0DUNHWV 'LUHFWRU ZLOO DGG  
LQVWLWXWLRQDO LQYHVWRUV WR SUHVHQW WKH &RPSDQ\·V

\_\_\_\_\_ DQG ZLOO EH SRVWHG RQ W

\_\_\_\_\_

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LQ ½ PLOOLRQ

