

SALES-TO-CASH	Jun 2025	May 2025	\$ Difference	% Difference
<b>Sales</b>	\$294,506	\$341,005	(\$46,499)	-13.64%
COGS	\$159,200	\$191,056	(\$31,856)	-16.67%
Gross Profit	\$135,306	\$149,949	(\$14,643)	-9.77%
Opex	\$82,083	\$102,885	(\$20,802)	-20.22%
<b>EBITDA</b>	\$53,223	\$47,064	\$6,159	13.09%
Non-Opex	\$40,759	\$46,517	(\$5,758)	-12.38%
Net Income	\$12,464	\$547	\$11,917	2,178.61%
Off P&L Activity	(\$3,101)	\$39,909	(\$43,010)	-107.77%
<b>Cash Made</b>	\$9,363	\$40,456	(\$31,093)	-76.86%

KEY BALANCES	Jun 2025	May 2025	\$ Difference	% Difference
Cash & Equivalents	\$220,903	\$211,540	\$9,363	4.43%
Accounts Receivable	\$44,773	\$38,012	\$6,761	17.79%
Inventory	\$163,598	\$157,803	\$5,795	3.67%
Accounts Payable	\$23,951	\$27,851	(\$3,900)	-14.00%
Long Term Debt	\$301,605	\$307,853	(\$6,248)	-2.03%

	RESULT	TARGET	TREND
KPI DASHBOARD	JUN 2025		vs MAY 2025
Average Job	\$975	\$950	✓ ▼ -16.8%
Rate per Hour *	\$37	\$36	✗ ▲ 5.2%
Cost per Web Conversion *	\$215	\$225	✓ ▼ -10.4%
First Time Customers	17	15	✓ ▼ -2
Lead Conversion Rate	11%	10%	✓ ▲ 2%

\* For this metric, a result below target is favourable

## THE NEXT 12 MONTHS

