

|                              | Q4<br>2021 |         | Annual<br>2021 |        | Q1<br>2022 |        | Q2<br>2022 |        | Q3<br>2022 |         | Q4<br>2022 |         | Annual<br>2022 |        | Q1<br>2023 |        | Q2<br>2023 |        | Q3<br>2023 |       | Q4<br>2023 |        | Annual<br>2023 |        |
|------------------------------|------------|---------|----------------|--------|------------|--------|------------|--------|------------|---------|------------|---------|----------------|--------|------------|--------|------------|--------|------------|-------|------------|--------|----------------|--------|
|                              |            | %       |                | %      |            | %      |            | %      |            | %       |            | %       |                | %      |            | %      |            | %      |            | %     |            | %      |                | %      |
| Revenue                      | 673,436    | 100%    | 2,695,669      | 100%   | 604,899    | 100%   | 560,615    | 100%   | 537,805    | 100%    | 522,340    | 100%    | 2,225,659      | 100%   | 481,462    | 100%   | 500,257    | 100%   | 498,772    | 100%  | 488,640    | 100%   | 1,969,131      | 100%   |
| Cost of Sales                | 173,775    | 25.8%   | 675,223        | 25.0%  | 161,499    | 26.7%  | 148,100    | 26.4%  | 173,500    | 32.3%   | 147,816    | 28.3%   | 630,915        | 28.3%  | 133,588    | 27.7%  | 135,542    | 27.1%  | 206,505    | 41.4% | 136,215    | 27.9%  | 611,850        | 31.1%  |
| Gross Margin                 | 499,661    | 74.2%   | 2,020,446      | 75.0%  | 443,400    | 73.3%  | 412,515    | 73.6%  | 364,305    | 67.7%   | 374,524    | 71.7%   | 1,594,744      | 71.7%  | 347,874    | 72.3%  | 364,715    | 72.9%  | 292,267    | 58.6% | 352,425    | 72.1%  | 1,357,281      | 68.9%  |
| Operating Expenses           |            |         |                |        |            |        |            |        |            |         |            |         |                |        |            |        |            |        |            |       |            |        |                |        |
| Selling Expenses             | 263,265    | 39.1%   | 1,080,153      | 40.1%  | 242,699    | 40.1%  | 219,426    | 39.1%  | 216,478    | 40.3%   | 201,031    | 38.5%   | 879,634        | 39.5%  | 188,124    | 39.1%  | 185,165    | 37.0%  | 187,750    | 37.6% | 181,326    | 37.1%  | 742,365        | 37.7%  |
| General & Administrative     | 164,206    | 24.4%   | 654,431        | 24.3%  | 148,556    | 24.6%  | 141,562    | 25.3%  | 137,987    | 25.7%   | 127,664    | 24.4%   | 555,769        | 25.0%  | 133,899    | 27.8%  | 137,044    | 27.4%  | 130,882    | 26.2% | 145,033    | 29.7%  | 546,858        | 27.8%  |
| Restructuring Costs          | 51,870     | 7.7%    | 51,870         | 1.9%   | -          | 0.0%   | -          | 0.0%   | 30,124     | 5.6%    | 18,370     | 3.5%    | 48,494         | 2.2%   | 9,787      | 2.0%   | -          | 0.0%   | -          | 0.0%  | 10,003     | 2.0%   | 19,790         | 1.0%   |
| Total Operating              | 479,342    | 71.2%   | 1,786,454      | 66.3%  | 391,255    | 64.7%  | 360,988    | 64.4%  | 384,589    | 71.5%   | 347,065    | 66.4%   | 1,483,897      | 66.7%  | 331,810    | 68.9%  | 322,209    | 64.4%  | 318,632    | 63.9% | 336,362    | 68.8%  | 1,309,013      | 66.5%  |
| Operating Income             | 20,319     | 3.0%    | 233,992        | 8.7%   | 52,145     | 8.6%   | 51,527     | 9.2%   | (20,284)   | -3.8%   | 27,459     | 5.3%    | 110,847        | 5.0%   | 16,064     | 3.3%   | 42,506     | 8.5%   | (26,365)   | -5.3% | 16,063     | 3.3%   | 48,268         | 2.5%   |
| Other Income                 | (1,883)    | -0.3%   | (1,533)        | -0.1%  | (1,453)    | -0.2%  | (8,640)    | -1.5%  | (8,680)    | -1.6%   | (3,104)    | -0.6%   | (21,877)       | -1.0%  | (1,476)    | -0.3%  | (5,393)    | -1.1%  | (8,086)    | -1.6% | (6,735)    | -1.4%  | (21,690)       | -1.1%  |
| Income Before Tax            | 18,436     | 2.7%    | 232,459        | 8.6%   | 50,692     | 8.4%   | 42,887     | 7.6%   | (28,964)   | -5.4%   | 24,355     | 4.7%    | 88,970         | 4.0%   | 14,588     | 3.0%   | 37,113     | 7.4%   | (34,451)   | -6.9% | 9,328      | 1.9%   | 26,578         | 1.3%   |
| Income Taxes                 | 27,666     | 4.1%    | 85,193         | 3.2%   | 11,976     | 2.0%   | 8,650      | 1.5%   | (3,574)    | -0.7%   | (32,860)   | -6.3%   | (15,808)       | -0.7%  | 3,212      | 0.7%   | 10,221     | 2.0%   | 2,504      | 0.5%  | 2,046      | 0.4%   | 17,983         | 0.9%   |
| Net Income                   | (9,230)    | -1.4%   | 147,266        | 5.5%   | 38,716     | 6.4%   | 34,237     | 6.1%   | (25,390)   | -4.7%   | 57,215     | 11.0%   | 104,778        | 4.7%   | 11,376     | 2.4%   | 26,892     | 5.4%   | (36,955)   | -7.4% | 7,282      | 1.5%   | 8,595          | 0.4%   |
|                              |            |         |                |        |            |        |            |        |            |         |            |         |                |        |            |        |            |        |            |       |            |        |                |        |
| Thousands of Shares O/S      | 50,801     |         | 51,427         |        | 51,066     |        | 50,960     |        | 50,199     |         | 49,783     |         | 50,525         |        | 50,058     |        | 50,161     |        | 49,859     |       | 49,479     |        | 49,860         |        |
| Diluted EPS                  | (0.18)     |         | 2.86           |        | 0.76       |        | 0.67       |        | (0.51)     |         | 1.15       |         | 2.07           |        | 0.23       |        | 0.54       |        | (0.74)     |       | 0.15       |        | 0.17           |        |
| Prior Year Revenue and EPS   |            |         |                |        |            |        |            |        |            |         |            |         |                |        |            |        |            |        |            |       |            |        |                |        |
| Revenue                      | 748,193    | -10.0%  | 2,581,934      | 4.4%   | 677,026    | -10.7% | 704,055    | -20.4% | 641,152    | -16.1%  | 673,436    | -22.4%  | 2,695,669      | -17.4% | 604,899    | -20.4% | 560,615    | -10.8% | 537,805    | -7.3% | 522,340    | -6.5%  | 2,225,659      | -11.5% |
| EPS                          | 1.40       | -112.9% | 3.63           | -21.2% | 0.91       | -16.5% | 1.15       | -41.7% | 0.97       | -152.6% | (0.18)     | -738.9% | 2.86           | -27.6% | 0.76       | -69.7% | 0.67       | -19.4% | (0.51)     | 45.1% | 1.15       | -87.0% | 2.07           | -91.8% |
| Interest expense             | 2,775      |         | 11,047         |        | 2,250      |        | 3,039      |        | 3,596      |         | 4,608      |         | 13,493         |        | 4,888      |        | 5,769      |        | 7,535      |       | 7,369      |        | 25,561         |        |
| Depreciation/Amortization    | 18,462     |         | 76,320         |        | 17,130     |        | 18,634     |        | 18,171     |         | 18,571     |         | 72,506         |        | 16,983     |        | 17,164     |        | 18,192     |       | 18,584     |        | 70,923         |        |
| FAS 123R Equity Compensation | 6,718      |         | 23,194         |        | 4,127      |        | 2,022      |        | 3,171      |         | 3,047      |         | 12,367         |        | 4,002      |        | 4,801      |        | 3,725      |       | 3,118      |        | 15,646         |        |
| EBTIDA                       | 39,673     |         | 319,826        |        | 70,072     |        | 64,560     |        | (7,197)    |         | 47,534     |         | 174,969        |        | 36,459     |        | 60,046     |        | (8,724)    |       | 35,281     |        | 123,062        |        |
| EBTIDAR                      | 46,391     |         | 343,020        |        | 74,199     |        | 66,582     |        | (4,026)    |         | 50,581     |         | 187,336        |        | 40,461     |        | 64,847     |        | (4,999)    |       | 38,399     |        | 138,708        |        |
| Income Tax Rate              | 150.1%     |         | 36.6%          |        | 23.6%      |        | 20.2%      |        | 12.3%      |         | -134.9%    |         | -17.8%         |        | 22.0%      |        | 27.5%      |        | -7.3%      |       | 21.9%      |        | 67.7%          |        |