

# FOX FACTORY

November 2025

# Investor Presentation



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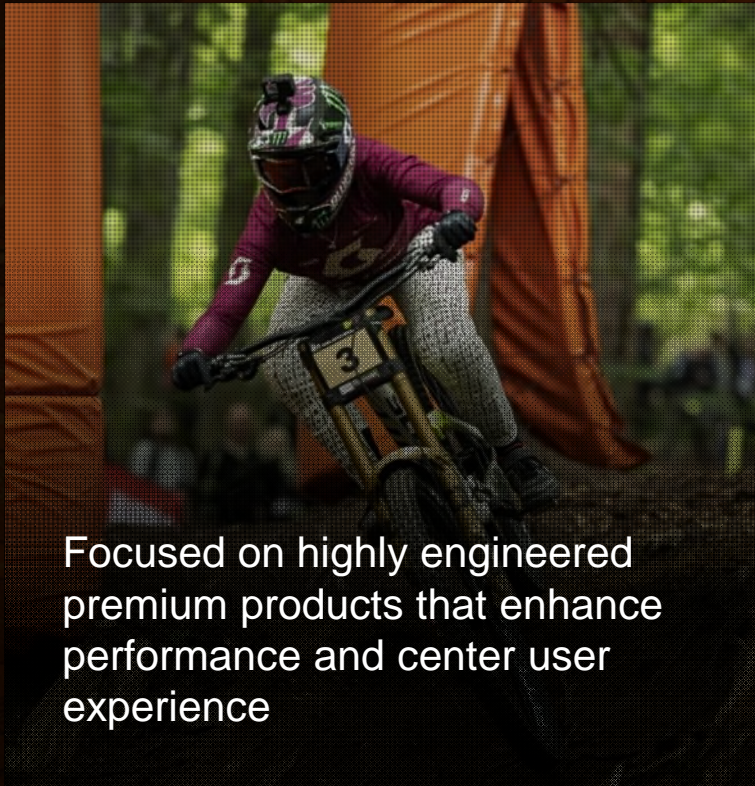
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# Overview



# Fox Factory is a diversified premium branded products company



Focused on highly engineered premium products that enhance performance and center user experience





Relentlessly committed to innovation, premium manufacturing capabilities, working with trusted partners to elevate iconic brands



Combined strategic acquisitions and organic expansion have built a global enterprise operating across North America, Europe, and Asia

# Our heritage is rooted in an obsession with engineering high-performance vehicles

						
<h2>1974</h2> <p>Engineer and motocross racer, Bob Fox, began manufacturing niche, innovative suspension components</p>	<h2>1980s</h2> <p>Expansion into off-road trucks, quads, and snowmobiles establishes a reputation for high-performance suspension</p>	<h2>1990s</h2> <p>Entered the MTB suspension market</p>	<h2>2000s</h2> <p>Introduced first FOX mountain bike fork and entered the UTV market</p>	<h2>2010s</h2> <p>Expansion into automotive OE; broader aftermarket diversification efforts accelerated M&amp;A; entered auto upfitting market</p>	<h2>2020</h2> <p>New Gainesville, Georgia manufacturing facility opens</p>	<h2>2024</h2> <p>Fox celebrates 50 years of pushing performance potential further</p>

# Winners use our products



# How we win

Our competitive advantage

1

## Product-First Mentality

We're fundamentally focusing on creating premium, best-in-class, innovative solutions enhancing user experience through aftermarket and OEM channels

2

## Strategic R&D Investments

We commit significant resources to research and development, empower enthusiast engineers, and leverage unmatched experience to drive industry-defining innovations and competitive edge

3

## Free Cash Flow Driven

Our business model emphasizes strong through-cycle free cash flow generation, enabling growth investment while maintaining financial flexibility

4

## 1+1=3 Growth Mindset

Our strategic acquisitions demonstrate how combining complementary businesses creates value beyond simple addition—expanding addressable markets, leveraging cross-selling, enhancing penetration, and optimizing manufacturing

# Differentiated aspirational brands drive growth

**PROS**

**ELITE**

**EVERYDAY  
ENTHUSIASTS**

**Core Consumer**

**Growth  
Opportunity**

**Professional Athletes**

Demand the best product for a competitive edge

**Ultra & Performance Enthusiasts**

Desire for the same performance as the professional athletes they admire

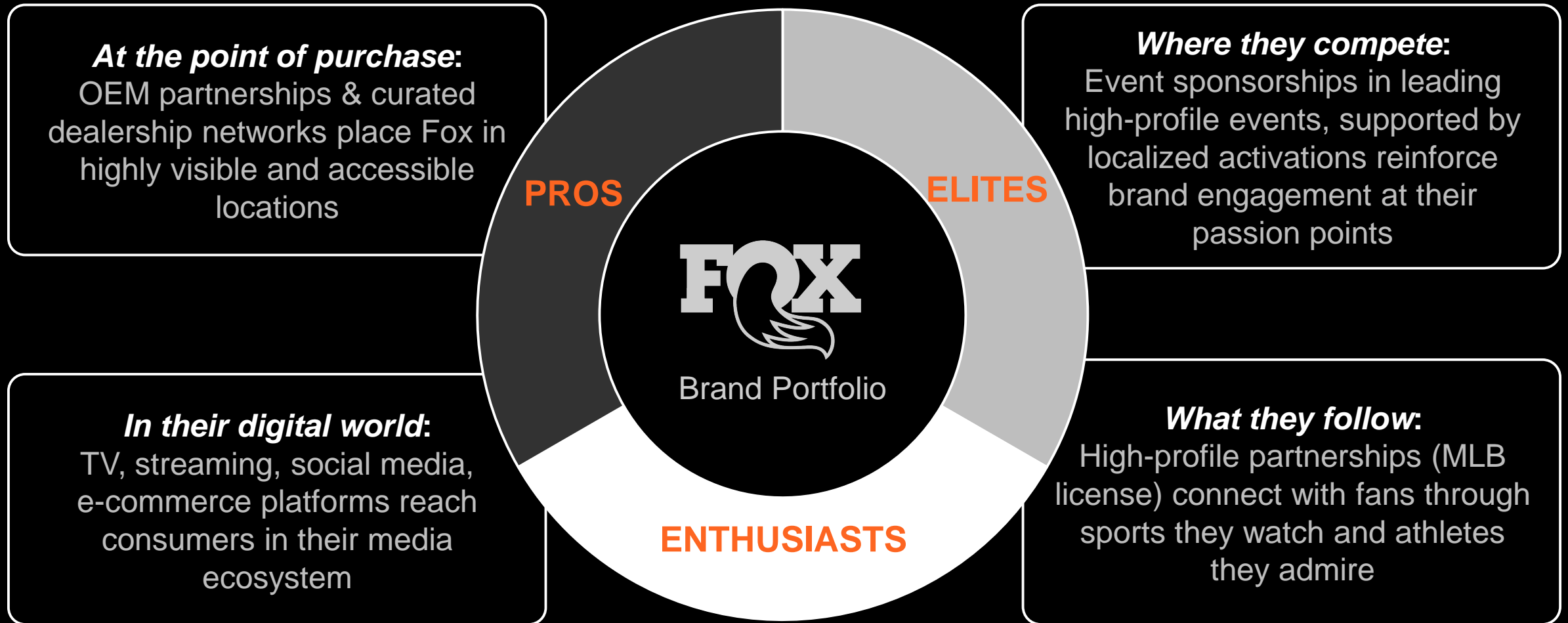
**Affluent Consumers**

Fulfill their dream of living the affluent adventurer lifestyle, where only the best of the best matters



# Multi-channel marketing strategy elevates brands

Drives loyalty and adoption across consumer cohorts and mobility between businesses



# Strong secular trends

Fox Factory's growth is anchored in powerful secular trends that drive sustained demand for our products

LONG-TERM STRATEGIC POSITIONING

## Outdoor Living Renaissance

Consumer emphasis on experiential outdoor living continues to drive demand for premium products

## Affluent Customer Resilience

Core demographic of affluent consumers demonstrates resilient discretionary spend

## Experiential Economy

Today's consumers prioritize meaningful experiences, creating emotional connections that drive brand loyalty

## Personalization

Growing trend toward personalized products drives premiums for customized solutions



# Our long-term commitment to R&D

Our R&D commitment has resulted in breakthrough technologies that define the premium segments of our markets and maintain our leadership position against competitors

## Consistent Investment

Industry-leading R&D investment at approximately

**4% of revenue**

## Athlete Collaboration

Direct partnerships with world-class athletes inform product development and validate performance advantages

## Intellectual Property

Robust patent portfolio protects innovations and creates sustainable competitive advantages

## Engineering Excellence

**300+**  
**engineers**

across business segments pushing boundaries in materials science, fluid dynamics, and performance optimization

## Advanced Testing

State-of-the-art facilities—including suspension test lab and Bat Performance Lab—simulate extreme conditions

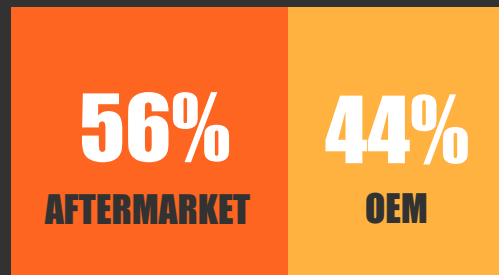


# Diversification creates resilience

We've strategically diversified the business across multiple dimensions to create a resilient enterprise that thrives in varying market conditions

## Channel Mix

Providing stability through direct consumer relationships while maintaining strategic OEM partnerships



FY 2024

## Product Categories

Portfolio spanning mountain bikes, powered vehicles, and sports performance equipment, ensuring reduced exposure to cycles in any single category



## Geographic Reach

Operations and sales across North America (78%), Europe (12%), Asia (8%), and Rest of World (2%) – presence provides global opportunities for growth



## Customer Breadth

No single customer represents more than 15% of total revenue, limiting business risk



# Strategic diversification accelerated through M&A execution

## KEY ACQUISITIONS:

### 2014

Aftermarket suspension aligning with consumer preferences for higher performance

**SPORT TRUCK USA**

### 2014

Bicycle components, wheels and composite expertise expands product ecosystem; complements core suspension offerings

**RACE FACE**

**EASTON**  
CYCLING

### 2017

Premium vehicle upfitter enhancing OEM customization capabilities

**TUSCANY**  
MOTOR COMPANY

### 2019

Air suspension broadening on-road performance solutions

**ridetech**

### 2020

Expanded OEM upfitting footprint through broad distribution network

**SEA**  
PASSION. DRIVEN.

### 2021

Premier suspension tuning increases off-road shock industry share, adds empirical research

**Shock Therapy**

### 2023

Leading off-road aftermarket wheel brands

*Custom Wheel House*

### 2023

Industry-leading baseball brands, official bats of the MLB

**marucci.** *Victus*

### 2024

Acquisition of motorcycle segment reunited brand with existing bike business; facilitates growth with European OEMs

**marzocchi**



# Our strategic acquisitions have driven market expansion and strengthened brand equity



Expanded total addressable market significantly

Created cross-selling opportunities across product lines

Diversified revenue streams across recreational categories

Leveraged R&D investments across business units

Strengthened brand equity in premium segments

# Leveraging our strong aftermarket presence to reinforce loyalty and positioning

## Brand Loyalty

Direct engagement with end-users builds powerful brand advocacy and loyalty enhancing overall market position

## Strategic Innovation Partnership

Collaboration with OEM partners drives top-end innovation while maintaining premium market positioning

## Lifetime Value Capture

Relationship with consumers extends beyond initial purchase, allowing revenue capture throughout product lifecycle

# AFTERMARKET STRENGTH

## Premium Pricing Power

Aftermarket strength enables premium pricing and higher margins compared to pure OEM models

## Recession Resilience

Aftermarket sales historically provide stability during economic downturns as consumers maintain and upgrade existing equipment

## Market Intelligence

Direct consumer feedback loops inform product development and innovation

# Overview of core Fox Factory segments

	SPECIALTY SPORTS GROUP (SSG)	POWERED VEHICLES GROUP (PVG)	AFTERMARKET APPLICATIONS GROUP (AAG)
<b>PRODUCTS:</b>	Premium bike components - suspension, wheels, handlebars; premium baseball/softball bats and adjacent equipment	Off-road shocks, suspension systems, motorized two-wheel vehicle suspension	Premium lift kits, suspension systems, wheels, vehicle accessories, customized trucks
<b>MANUFACTURING:</b>	California, Arizona, Taiwan (bike) Pennsylvania, Louisiana, (baseball)	Primary facilities in Georgia, California, Italy	Michigan, California, Arizona, Indiana, Alabama, Georgia
<b>REVENUE:</b>	<b>\$511.1M</b> (37% of total revenue)	<b>\$461.4M</b> (33% of total revenue)	<b>\$421.5M</b> (30% of total revenue)
<b>ADJ. EBITDA:</b>	<b>\$117.8M</b> (23.1% margin)	<b>\$53.8M</b> (11.7% margin)	<b>\$51.7M</b> (12.3% margin)
<b>CHANNEL MIX:</b>	<b>52% Aftermarket / 48% OEM</b>	<b>18% Aftermarket / 82% OEM</b>	<b>100% Aftermarket</b> (50% upfit, 50% components)

# Specialty Sports Group (SSG)



SPECIALTY SPORTS GROUP (SSG)

# Driven by precision engineering and the will to win

Fox Factory's SSG unites our legacy bike business with our strategic baseball expansion, creating a powerful portfolio of industry-leading, high-performance brands



RACE  
FACE

EASTON  
CYCLING

marucci

Victus

marzocchi

# SSG



## SHARED COMPETITIVE ADVANTAGES

Premium positioning in their category

Professional athlete testing and validation

R&D-led approach to product development

Vertically integrated manufacturing capabilities

An obsession with product performance

Brand strength built on performance credentials

SPECIALTY SPORTS GROUP (SSG)

# Bike portfolio: Defining suspension innovation for decades



# 70%+ MARKET SHARE

## IN PREMIUM SUSPENSION CATEGORY

Global leader in high-performance bicycle suspension

OEM-centric model, trusted partner to leading bicycle manufacturers worldwide

### Brand Strategy

Premium suspension forks and shocks



Cockpit components and protective gear



Performance suspension at accessible price points



Premium wheels and components



### Geography

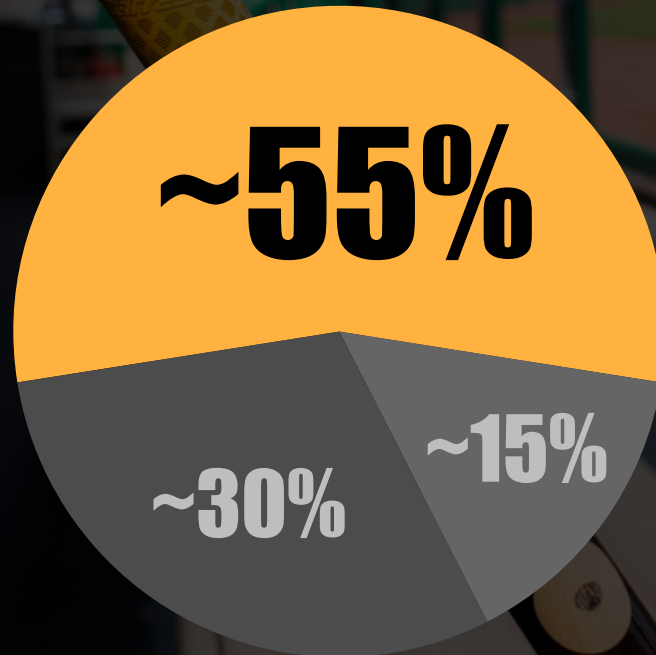
**50%**  
NORTH AMERICA

**50%**  
REST OF WORLD

# Baseball portfolio: engineering the perfect swing

MLB Bat Usage on  
Opening Day in 2025

- Marucci and Victus
- Louisville Slugger
- Others



**55%** of MLB players  
choose a Marucci  
or Victus bat

### Halo effect

Pro athlete penetration drives adoption within amateur markets

### Spread

Complementary portfolio spans multiple price points

### Craftsmanship

Best-in-class production and engineering capabilities with a Bat Performance Lab for bespoke fitting

### Brand Portfolio

#1 Bat in MLB



High performance equipment



High-performance grips and accessories



# DRIVERS OF GROWTH

SPECIALTY SPORTS GROUP (SSG)

## SSG Growth Opportunities

The Specialty Sports Group continues to identify and capitalize on significant growth vectors that utilize our product innovations across both bike and baseball categories



### BIKE

**Entry-Premium Category Expansion** Broadening market participation with performance-defining products at more accessible price points

**Mountain Bike Growth** Continued innovation across mountain bike applications

**Aftermarket Expansion** Leveraging brand strength in components and adjacent categories

**E-Bike Revolution** Focus on engineered suspension solutions for the rapidly expanding e-bike market

**BIKE LONG-TERM GROWTH TARGET:**  
MID-TO-HIGH SINGLE-DIGIT REVENUE GROWTH

### BASEBALL

**Amateur Market Penetration** Marucci MLB leadership provides authenticity for broader amateur market

**International Expansion** Growing baseball presence outside North America in key markets such as Japan

**Category Extension** Leveraging bat penetration to expand into adjacent categories (i.e. softball)

**Direct-to-Consumer Growth** Enhanced online presence and Baseball Performance Lab<sup>®</sup> experience

**BASEBALL LONG-TERM GROWTH TARGET:**  
DOUBLE-DIGIT REVENUE GROWTH

# Powered Vehicles Group (PVG)



POWERED VEHICLES GROUP (PVG)

# Premium performance for all terrains

## Automotive

Leader in high-performance off-road truck suspension with major OEMs including Ford and Toyota

% of PVG Revenue

**73%**

**AUTOMOTIVE**

## Powersports

Leader in high-performance off-road and on road suspension with OEM partnerships including Polaris, BMW, BRP, CF-Moto and strong aftermarket presence

**27%**

**POWERSPORTS**



Premium Suspension for Automotive and Power Sports



Premium Suspension for Motorcycle Segment

# PVG



## SHARED COMPETITIVE ADVANTAGES

Brand equity built on performance and long-standing racing credentials

Software-defined suspension investments and products driving growth

Commitment to the highest levels of performance across applications

Aftermarket channel resilience during macro economic swings

Engineering-led product development

Vertically integrated manufacturing capabilities

# Product technology: Engineering the future of vehicle dynamics

PVG's continued market leadership is driven by relentless innovation in vehicle performance which has revolutionized the industries where we compete



## Software Defined Suspension (SDS)

Investments in software and electronic capabilities and products driving higher ASPs and expanding use cases across a broader set of vehicle types

## Vehicle Integrated Solutions

Deep collaboration with OE development teams such as Ford to integrate advanced suspension (SDS) to specific models and vehicle use cases

## Adaptive Suspension Technologies

Intelligent algorithmically controlled systems continuously adjust to changing terrain and driving conditions

## Lab and Field-Testing Capabilities

In-house and mobile test facilities provide our customers and engineers assurance of performance and reliability

# PVG Growth Opportunities

## POWERSPORTS

- **New and Expanding OE Partnerships:**  
BMW, Ducati, and Triumph
- **Growing Asia Markets:**  
Joint partnership with QJ Motor with manufacturing presence in China
- **Software Defined Suspension Suite:**  
OE adoption is increasing. Launches in next 24 months to utilize entire suite of software defined suspension including FOX proprietary controller, algorithm and software - including mobile app

## AUTOMOTIVE

- **International Aftermarket:**  
International markets (Europe, Australia, & Latin America) with specific suspension products tailored to the region and use case
- **Electric Vehicle Integration:**  
Specialized suspension solutions for EV manufacturers
- **On Road Segment:**  
Recent entry into new sport car segment for North America market

## EMERGING OPPORTUNITIES

- **Industrial Markets:**  
Includes Defense, Robo-Taxi, and Aeronautical all with active sales opportunities
- **Recreational Markets - RV & Marine:**  
Recent awards in RV space and newly introduced aftermarket FOX struts and stabilizers for Mercedes Sprinter platform (4WD and AWD)
- **Mobile App Introduction:**  
Supporting our SDS platform an accompanying mobile app allows for real time tuning adjustments, ride playback, and over the air software updates – soft launch underway

LONG-TERM GROWTH TARGET: LOW SINGLE-DIGIT REVENUE GROWTH

# Aftermarket Applications Group (AAG)



AFTERMARKET APPLICATIONS GROUP (AAG)

# Premium aftermarket solutions

Premium aftermarket brand accessibility provides gateway to aspirational upfitted vehicles

## Aftermarket Components and Accessories Business

**Market Position** | Leader in premium aftermarket suspension for cars, trucks, Jeeps, and SUVs

**Brand Portfolio**



## Premium Upfitted Vehicle Business

Premium provider of specialty vehicle upgrades and accessories



# Operationalizing our 1+1=3 strategy in AAG:

Leveraging complementary businesses to create value through expanding addressable markets, leveraging cross-selling, enhancing penetration, and optimizing manufacturing



## Strategy in Motion:

### Synergizing Product Roadmap

- Greater integration of Fox brand portfolio into upfit vehicle designs
- Improved integration of engineering and product development teams
- Aligning product with shifting consumer preferences
- Strengthening dealer relationships

### Optimizing Operations

- Accelerated inventory optimization with OEM and dealer partners
- Facility consolidation (Colorado operations transition)
- Focus on high-demand chassis mix from OEM partners
- Implementation of common marketplace for Upfit and Aftermarket components

**Drives EBITDA margin expansion**

# AAG Growth Opportunities

Highly accretive model for us with plenty of room to run as we go through the cycle

% of AAG Revenue



## Upfitted Vehicle Business

**Partnership Development:** Strengthening our dealer network and expanding collaborative relationships to new OEM partners through proven testing and development capabilities

**New Market Expansion:** AGwagon launch for agricultural/work truck segments and RV market entry with Grand Design partnership expanding addressable markets beyond traditional off-road applications

**Premium Product Mix Evolution:** Leveraging improved chassis mix to capture higher-margin opportunities and meet evolving dealer and end-customer needs

## Aftermarket Components and Accessories

**Category Expansion:** Building on wheels and lift kits success to develop complementary product systems and cross-selling opportunities

**Performance Innovation Pipeline:** Expanding Method Race Wheels, Ridetech expansion into roller chassis incorporating Fox suspension, and GM 1500 Long Travel Suspension into new platforms while launching next-generation products

**Common Marketplace Implementation:** Easy to buy experience maximizing revenue per relationship through integrated solutions and experience-based selling

**International Market Development:** Building distribution networks in key global markets for off-road recreation and performance applications

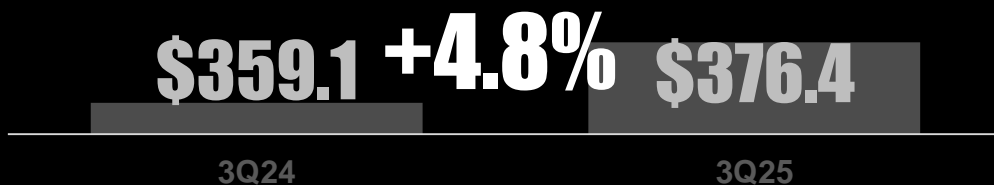
**LONG-TERM GROWTH TARGET: HIGH SINGLE-DIGIT REVENUE GROWTH**

# Financial Review



# Fiscal 2025 Third Quarter Overview

## REVENUE (IN MILLIONS)



## ADJUSTED EBITDA (IN MILLIONS)<sup>2</sup>



## ADJUSTED EPS<sup>2</sup>



- Consolidated net sales growth driven by organic growth in AAG up 17% with continued strength in aftermarket components—and the PVG segment up 15% in two wheel automotive.
- SSG underperformed expectations as OEMs, distributors and retail partners actively managed toward leaner inventories ahead of year-end, which impacted third quarter results and is reflected in updated full-year outlook
- \$25 million cost reduction program remains on track for full delivery this year and we are preparing for phase two of this initiative to begin in fiscal 2026
- Further addressed tariff headwinds and made necessary investments in innovation and products. Although these investments created near-term margin pressure beyond initial expectations, we believe they are cementing our competitive position.

(In Millions)	3Q25 Revenue	Growth y/y	3Q25 Adj EBITDA <sup>2</sup>	Growth y/y
<b>Total FOX</b>	<b>\$376.4</b>	<b>+4.8%</b>	<b>\$44.4<sup>1</sup></b>	<b>+5.7%</b>
SSG	\$132.7	-11.2%	\$27.5	-24.7%
PVG	\$125.9	+15.1%	\$18.9	+112.4%
AAG	\$117.8	+17.4%	\$12.4	+31.9%

# Outlook

FY 2025

Q4 2025

Revenue

**\$340-370M**

Adjusted EPS

**\$0.05-0.25**

Revenue

**\$1.445-1.475B**

Adjusted EPS

**\$0.92-1.12**

Adjusted tax rate

**15-18%**

## Cost Reduction Plan

Remain on track for full fiscal year delivery of our \$25 million cost reduction plan target, with footprint consolidation activities now complete and benefits flowing through in Q4.

## Tariff Expectations

Full-year guidance includes up to \$50 million of pre-mitigated cost headwind, accounting for the direct effects of tariffs on our business.

## SPECIALTY SPORTS GROUP (SSG)

Growth attenuated as OEMs, distributors, dealers and retailers are actively managing toward leaner inventories ahead of year-end.

## POWERED VEHICLES GROUP (PVG)

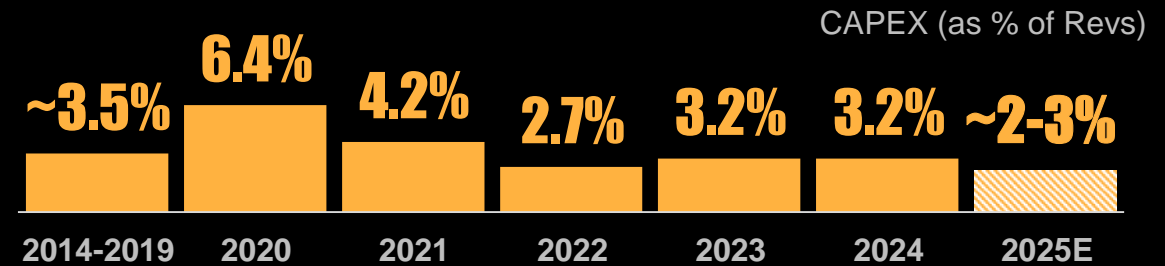
A gradually stabilizing environment in PVG strong product roadmap, and momentum in strategic expansion of motorcycle

## AFTERMARKET APPLICATIONS GROUP (AAG)

Solid organic growth driven by strength in aftermarket components; fire at an aluminum supplier expected to impact volumes for at least the balance of Q'4

# Enhancing Operational Performance to Drive Free Cash Flow

Approximately \$80 Million of FCF Forecasted in 2025



## Footprint Simplification and Consolidation

- Completed Colorado facility closure in Q4 2024
- Additional consolidation in PVG, SSG, and AAG operations
- Taiwan facility optimization yielding benefits beginning 2Q25

## Portfolio Optimization

- Strategic review of product lines, focus on high-demand, high-margin offerings
- Enhanced product mix management
- Current facility utilization ~40% – significant margin expansion opportunity as volumes recover

## Working Capital Improvement

- \$55 Million** improvement year-over-year (4Q24)
- Strategic inventory management across segments
- Improved ordering controls
- Optimized chassis mix in AAG

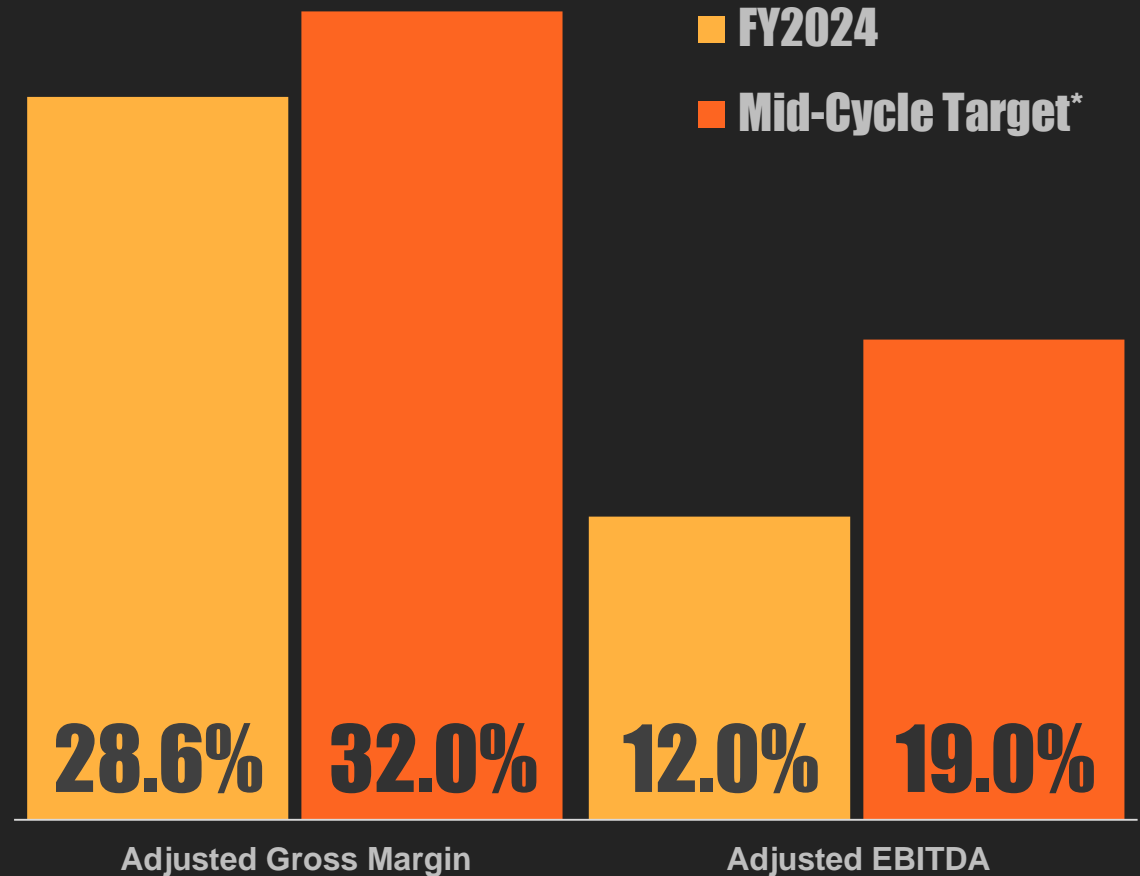
## \$25M Cost Reduction Plan

- Savings across COGS and SG&A to be realized in 2025
- 15-20%** from expense reductions, remainder in COGS
- 10%** coming from corporate, remainder ratably across segments
- 30-35%** of savings impacting first half earnings, remainder in second half

# Positioned to Recapture Margin as Cycle Advances

Executing a comprehensive operational enhancement program to restore best-in-class EBITDA margins as market conditions normalize supporting higher rates of free cash flow to improve our balance sheet and financial flexibility

OPPORTUNITY TO RE-ACCELERATE MARGIN TO PRE-PANDEMIC LEVELS



# Disciplined Capital Allocation

Our balanced approach to capital allocation, with a clear focus on debt reduction, ensures we maintain financial flexibility while investing in long-term growth opportunities and strengthening our balance sheet.

## Debt Reduction

# #1 Priority

- Reduced revolver balance to \$153 million from \$370 million year-over-year
- Paid down \$63 million in debt during Q4 2024
- Implemented interest rate swaps on \$500 million of debt, saving approximately \$1.8 million in quarterly interest expense

## Organic Growth Investment

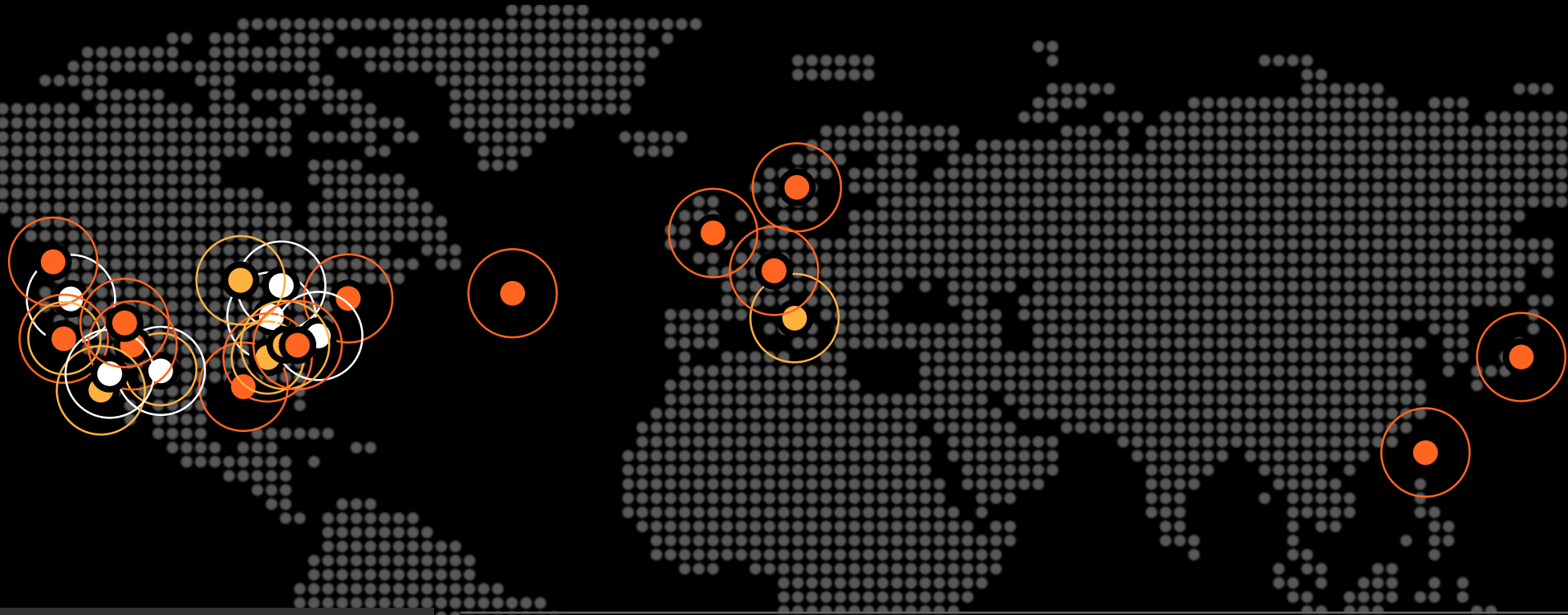
- Continuing to prioritize R&D and sales & marketing
- Ongoing new product development across all segments
- Strategic marketing initiatives to maintain premium brand positioning
- Targeted investments in Marucci

## Working Capital Optimization

- \$55 Million improvement in working capital year-over-year (4Q24)
- Strategic inventory management across all segments
- \$62 Million improvement in AAG prepaids through chassis optimization (4Q24)
- \$17 Million inventory reduction in PVG

# Global Footprint

Headquarters:  
Duluth, GA



## SPECIALTY SPORTS GROUP (SSG)

Taiwan   Scotts Valley, CA   Scottsdale, AZ   Baton Rouge, LA   King of Prussia, PA   Asheville, NC   Sparks, NV   Australia, Canada, Germany, Japan, Sweden, Switzerland, United Kingdom



## POWERED VEHICLES GROUP (PVG)

Scotts Valley, CA   Braselton, GA   Gainesville, GA   El Cajon, CA   Mooresville, NC   Baxter, MN   Italy



## AFTERMARKET APPLICATIONS GROUP (AAG)

Franklin Springs, GA   Elkhart, IN   Trussville, AL   Charlotte, NC   Portland, OR   Phoenix, AZ   Coldwater, MI   Jasper, IN   Scotts Valley, CA

# Investment highlights

- Diversified premium brand portfolio with strong market positions
- Innovation-driven competitive advantage
- Secular growth tailwinds creates organic growth opportunities
- Strong aftermarket foundation driving resilience and margins
- Operational excellence providing margin recovery opportunity and reduced balance sheet leverage



**FOX FACTORY**

**RIDEFOX.COM**

**Thank You**

# Non-GAAP Financial Measures Reconciliation

NET INCOME TO ADJUSTED EBITDA RECONCILIATION AND NET INCOME MARGIN TO ADJUSTED EBITDA MARGIN RECONCILIATION

<i>\$ in thousands except percentages</i>	1Q24	2Q24	3Q24	4Q24	FY24	1Q25	2Q25	3Q25
Net income (loss)	(3,496)	5,407	4,780	(179)	6,512	(259,734)	2,705	(662)
Goodwill impairment	—	—	—	—	—	262,129	—	—
Benefit (provision for Income Taxes)	(1,267)	(371)	250	(4,112)	(5,500)	(3,637)	2,800	2,286
Depreciation & amortization	20,451	20,403	20,845	21,867	83,566	21,739	21,449	23,001
Non-cash stock-based compensation	3,906	2,203	465	3,032	9,606	3,355	4,562	3,020
Litigation and settlement-related expenses	1,529	1,231	466	1,103	4,329	716	474	297
Other acquisition and integration related expenses	5,163	470	459	1,962	8,054	617	723	572
Organizational restructuring expenses	63	413	723	2,019	3,218	1,613	3,557	2,428
Organizational restructuring related losses	—	—	—	—	—	698	392	239
Strategic transformation costs	432	822	266	169	1,689	20	—	—
Interest and other expense (net)	13,638	13,554	13,772	14,575	55,539	12,086	12,631	13,238
<b>Adjusted EBITDA</b>	<b>40,419</b>	<b>44,132</b>	<b>42,026</b>	<b>40,436</b>	<b>167,013</b>	<b>39,602</b>	<b>49,293</b>	<b>44,419</b>
Net income margin	(1.0%)	1.6%	1.3%	(0.1)%	0.5%	(73.2%)	0.7%	(0.2)%
<b>Adjusted EBITDA margin</b>	<b>12.1%</b>	<b>12.7%</b>	<b>11.7%</b>	<b>11.5%</b>	<b>12.0%</b>	<b>11.2%</b>	<b>13.1%</b>	<b>11.8%</b>
Powered Vehicles Group (PVG)	15,881	15,889	8,948	13,101	53,819	14,383	16,387	18,909
Aftermarket Applications Group (AAG)	14,869	14,156	9,394	13,325	51,745	16,993	16,016	12,449
Specialty Sports Group (SSG)	24,057	29,214	36,521	28,019	117,811	23,394	30,385	27,489
Unallocated corporate expenses	(14,388)	(15,127)	(12,837)	(14,009)	(56,362)	(15,168)	(13,495)	(14,428)
<b>Adjusted EBITDA</b>	<b>40,419</b>	<b>44,132</b>	<b>42,026</b>	<b>40,436</b>	<b>167,013</b>	<b>39,602</b>	<b>49,293</b>	<b>44,419</b>

# Non-GAAP Financial Measures Reconciliation

## GROSS PROFIT TO ADJUSTED GROSS PROFIT RECONCILIATION AND CALCULATION OF GROSS MARGIN AND ADJUSTED GROSS MARGIN

<i>\$ in thousands except percentages</i>	<b>3Q25</b>
Net sales	\$376,355
Gross profit	\$114,452
Amortization of acquired inventory valuation markup	—
Organizational restructuring expenses	—
<b>Adjusted gross profit</b>	<b>\$114,452</b>
Gross margin	30.4%
<b>Adjusted gross margin</b>	<b>30.4%</b>