

Good morning, everyone.

Thank you for joining us today for our quarterly earnings call. I am pleased to share the financial results for Q3.

Revenue for this quarter was \$150 million, representing a 10% increase compared to the same period last year. This growth was driven primarily by the expansion of our product line and increased market penetration. Our gross profit margin remained steady at 55%, indicating consistent operational efficiency. We are continuing our cost-control measures, which have effectively minimized expenses and improved profitability. Net income for the quarter was \$30 million, marking a 15% increase year-over-year. Our strategic initiatives have contributed positively to these results, particularly through our digital transformation efforts. Looking at our segments, the technology division showed a robust 20% revenue growth, while our service department saw a slight dip, by 3%, due to seasonal fluctuations.

In the coming quarters, we plan to focus on further enhancing customer experience and diversifying our service offerings. We are confident that these strategies will sustain our growth momentum.

Thank you, and we look forward to your questions.