




FGI



DISCLAIMER

Certain matters discussed in this presentation contains forward-looking statements concerning our business, operations and financial performance and conditions, as well as our plans, objectives and expectations for our business operations and financial performance and condition. These statements may be preceded by, followed by or include the words “may,” “expect,” “will,” “will likely result,” “should,” “estimate,” “plan” and other similar expressions that are predictions of or indicate future events and future trends. These forward-looking statements are inherently subject to risks and uncertainties, many of which are beyond our control. Risks and uncertainties that could cause our actual results to differ from those expressed in, or implied by, our forward-looking statements include, but are not limited to, the levels of residential repair and remodel activity, and to a lesser extent, new home construction; our ability to maintain our strong brands and reputation and to develop innovative products; our ability to maintain our competitive position in our industries; our reliance on key suppliers and customers; the length and severity of the ongoing COVID-19 pandemic, including its impact on domestic and international economic activity, consumer confidence, our production capabilities, our employees and our supply chain; the cost and availability of materials and the imposition of tariffs; risks associated with our international operations and global strategies; our ability to achieve the anticipated benefits of our strategic initiatives; our ability to successfully execute our acquisition strategy and integrate businesses that we may acquire; risks associated with our reliance on information systems and technology, and our ability to achieve the anticipated benefits from our investments in new technology; our ability to attract, develop and retain talented and diverse personnel; our ability to obtain additional capital to finance our planned operations; regulatory developments in the United States and internationally; our ability to establish and maintain intellectual property protection for our products, as well as our ability to operate our business without infringing the intellectual property rights of others; and other risks and uncertainties, including those listed under the caption “Risk Factors” in Part I, Item 1A of our Annual Report on Form 10-K for the year ended December 31, 2021, as well as subsequent reports we file from time to time with the U.S. Securities and Exchange Commission (available at www.sec.gov). These forward-looking statements are based on management’s current expectations, estimates, forecasts and projections about our business and the industry in which we operate, and management’s beliefs and assumptions are not guarantees of future performance or development and involve known and unknown risks, uncertainties and other factors that are in some cases beyond our control. In light of the significant uncertainties in these forward-looking statements, you should not rely upon forward-looking statements as predictions of future events. Any forward-looking statements and projections made by third parties included in this presentation are not adopted by our company, and we are not responsible for these third-party statements and projections. Although we believe the expectations reflected in the forward-looking statements are reasonable, the future results, levels of activity, performance or events and circumstances reflected in the forward-looking statements may not be achieved or occur at all. Except as required by law, we undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.

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FGI INDUSTRIES AT A GLANCE

FGI is a leading "B-to-B" global supplier of Kitchen & Bath products with a reputation for Innovation, Quality & Service developed over 30 years in conjunction with our parent company, Foremost Groups Ltd.

| TICKER: FGI

IPO in January 2022

| $180MM+ REVENUE BUSINESS

35% revenue growth in 2021

| FOUNDED 1988

History of Innovation, Quality, and Service

| FAVORABLE MARKET TRENDS

Repair & Remodel market generates stable, predictable growth trends

| CAPITAL EFFICENT MODEL

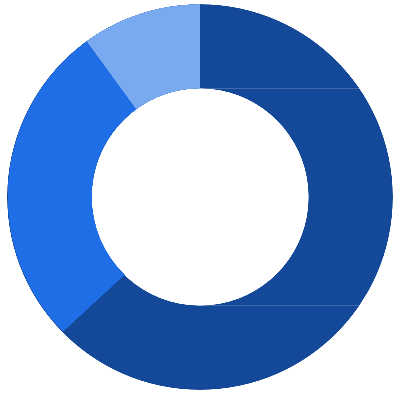
Capital-light model drives strong free cash flow conversion

| STRONG BALANCE SHEET

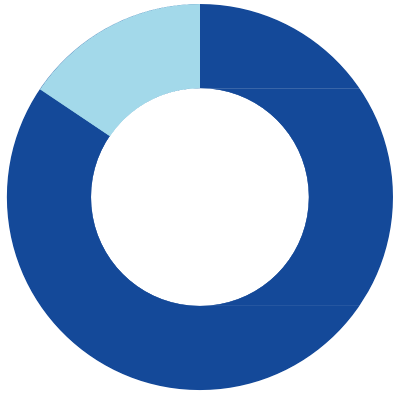
Low net debt relative to earnings

*AS OF FY2021

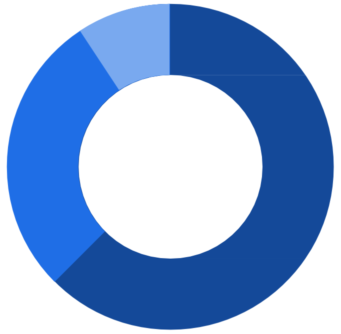
COMPANY OVERVIEW



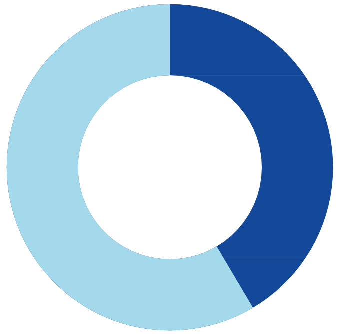
- **SANITARYWARE - 61%**
  (TOILETS & SEATS, SINKS & PEDESTALS)
- **BATH FURNITURE - 30%**
  (VANITIES, MIRRORS, CABINETS)
- **OTHER - 9%**
  (CUSTOM KITCHEN CABINETRY, SHOWER DOORS/WALLS)



- **REPAIR/REMODEL - ~80%**
- **NEW CONSTRUCTION - ~20%**

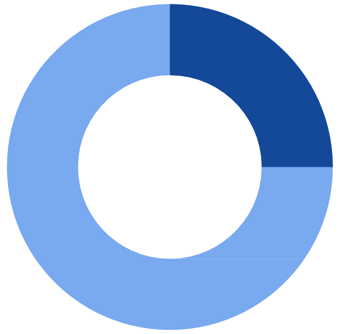


- **USA - 62%**
- **CANADA - 27%**
- **EU - 11%**



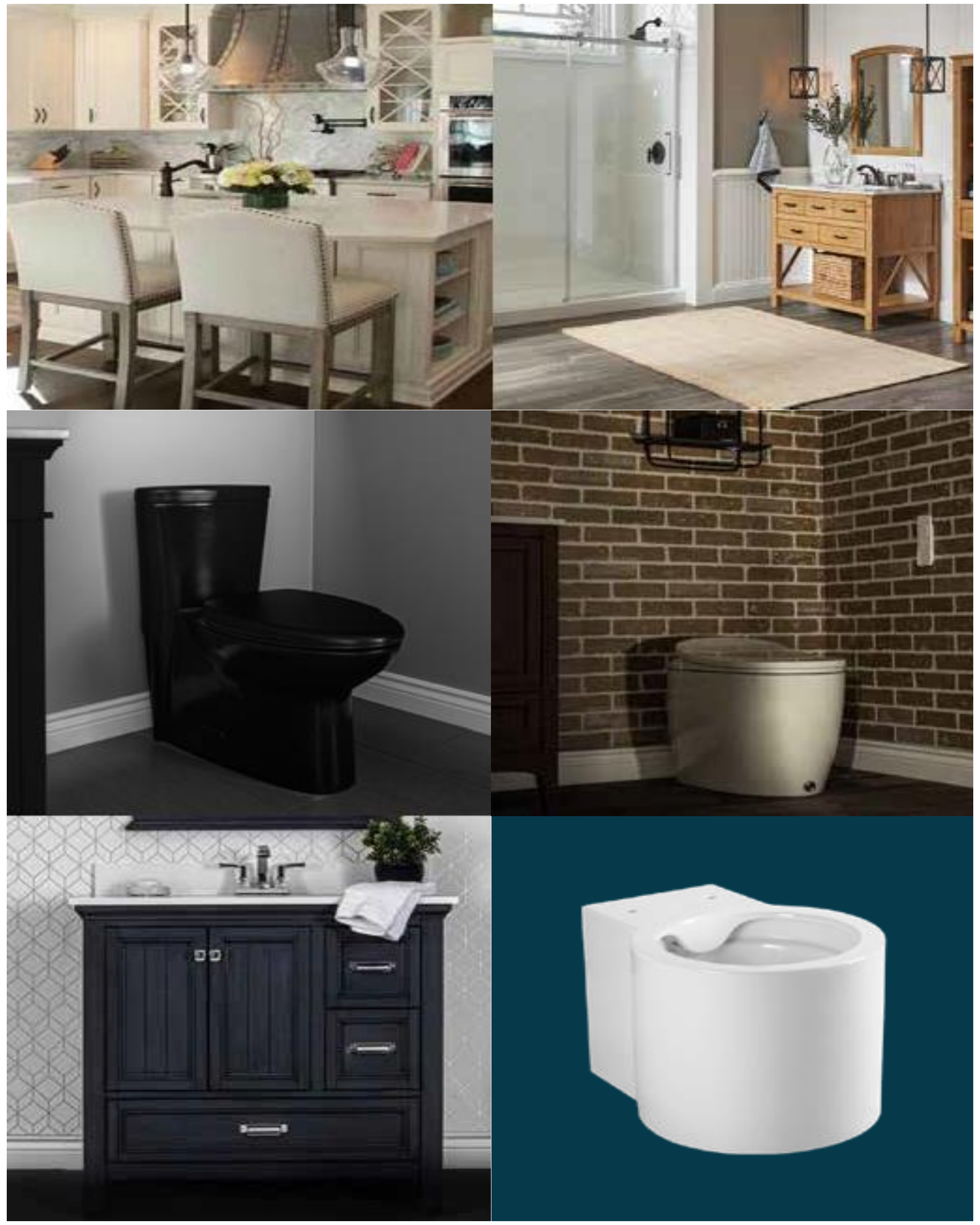
- **PRIVATE LABELS - ~60%**
- **OWNED BRANDS - ~40%**

- **MASS RETAIL -40%**
- **WHOLESALE/ COMMERCIAL -37%**
- **E-COMMERCE - 21%**
- **SPECIALTY - 2%**



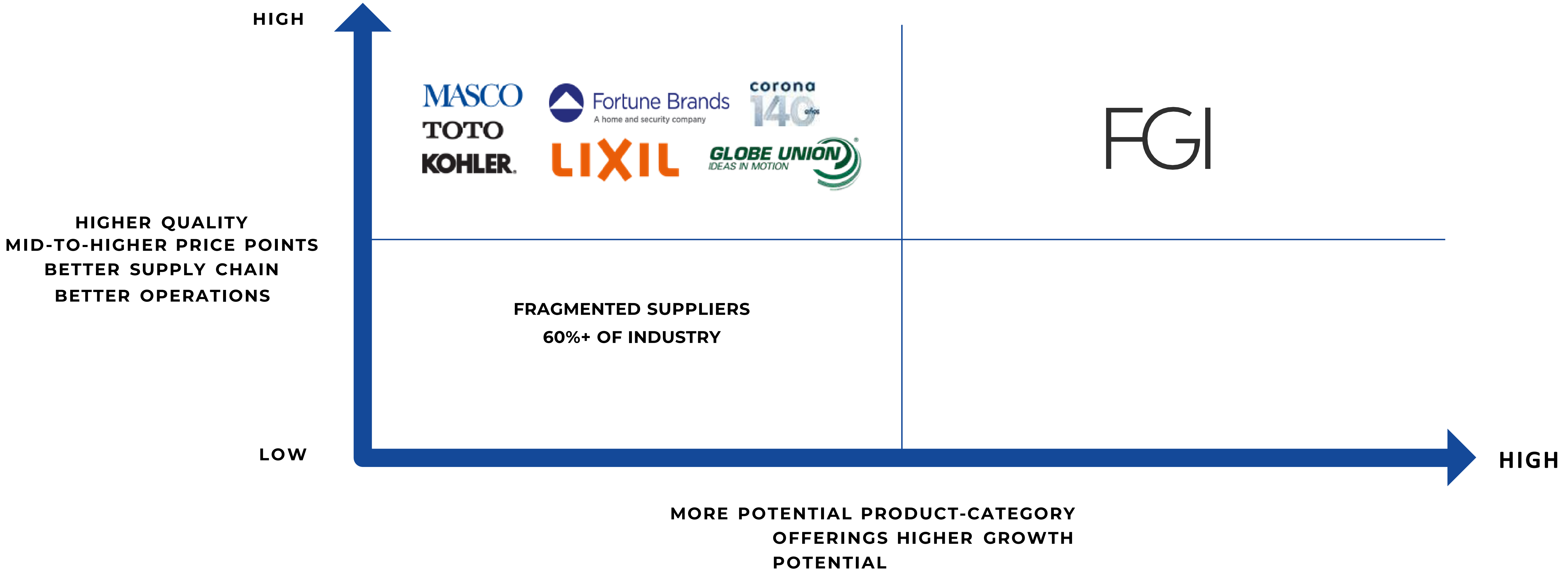
- **OUTSOURCED - ~75%**
- **AFFILIATE MANUFACTURING - ~25%**

**Affiliate-manufacturing consists of products made at our previous holding company. % are estimates normalizing for the impact of Sino-US trade disruptions.*



**AS OF FY2021*

WELL-POSITIONED IN THE $ 100B+ GLOBAL KITCHEN & BATH MARKET



EXECUTIVE MANAGEMENT TEAM

JOHN S. CHEN
EXECUTIVE CHAIRMAN

John Chen is the Executive Chairman of FGI Industries. Prior to his election, Mr. Chen spent the past 2 years serving as Executive Vice President of Corporate Development for Foremost Groups, Ltd. Prior to that he spent 11 years in the investment management industry as an equity research analyst and 2 years as a securities lawyer. Mr. Chen earned a Bachelor of Arts from the University of Chicago and a Juris Doctor from Georgetown University Law Center.

DAVE BRUCE
CHIEF EXECUTIVE OFFICER, DIRECTOR

David Bruce is the CEO and President of FGI Industries. Prior to his election, Mr. Bruce served as the Executive Vice President of the Kitchen & Bath division for Foremost Groups, Inc. and had been with the company for 23 years. Prior to Foremost, Mr. Bruce spent 8 years in the Merchandising Department of Rickel Home Centers in New Jersey engaged in multiple roles including Bath Merchant and Senior Buyer for bath and plumbing. Mr. Bruce holds a B.S. Degree in Management from Kean University in New Jersey.

PERRY LIN
CHIEF FINANCIAL OFFICER

Perry Lin is the CFO of FGI Industries. Prior to his election Mr. Lin was the Vice President of Corporate Finance for Foremost Groups, Inc. and had been with the company for 11 years. Prior to joining Foremost, Mr. Lin served as audit manager at KPMG for ten years. Mr. Lin received a Bachelor's degree in Accounting from Tamkang University in Taiwan and a Master's in Business Administration from Quincy University. Mr. Lin is also a certified public accountant and a member of the American Institute of Certified Public Accountants.

KEY INVESTMENT HIGHLIGHTS

DURABLE COMPETITIVE ADVANTAGES

| A DIVERSIFIED MIX OF PRODUCTS, MARKET SEGMENTS AND SALES CHANNELS

- Wide range of price points with a focus on “mid plus” segment
- Numerous selling channels, 000’s of different SKU sets

| TRADITION OF STRONG INNOVATION

- Leading ‘on-trend’ products developed through deep marketing, design and product development expertise (motto: Innovation, Quality, Service)
- Products engineered to save water and minimize environmental footprint (e.g. “Massa” brand toilets)

| DECADES-LONG, “STICKY”, RELATIONSHIPS WITH CUSTOMER AND SUPPLIER PARTNERS

- Multi-year relationships with world-class customer base (end-to-end solutions provider)
- Deep supply chain & sourcing expertise, long-term global manufacturing partners
- COVID-19 and ensuing supply chain pressures have reinforced the durability of our reputation for Innovation, Quality and Service

| COMMERCIAL BARRIERS AND INDUSTRY STABILITY

- Numerous “moats” including a myriad of national, regional and local engineering and product regulations (“water exposure” regulations).
- Low ‘obsolescence risk’ given manageable technological and design evolution – very stable industry





DIVERSIFIED PRODUCT AND MARKET SEGMENTS

	FGI BRANDS	COMPETITORS
BEST	avenue Covered Bridge Cabinetry	Duravit, Waterworks, Fleurco, DXV, Kohler, Moen, Toto
BETTER	Craft + Main contrac JetCoat Shower Wall System	American Standard, Cantrio Koncepts, mansfield, Delta Faucet Company, Gerber
GOOD	Glacier Bay By The Home Depot allen + roth By Lowe's seasons By HD Supply ProFlo By Ferguson	Dolphin Plumbing, Sauder, Runfine, SunnyWood, Arizona Shower Door

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GLOBAL BUSINESS FOOTPRINT

UNITED STATES & CANADA

| EAST HANOVER, NEW JERSEY
US Operations & Warehouse

| HOBART, INDIANA
Showerdoor Production Center Warehouse & Distribution

| WOODLAND, CALIFORNIA
Warehouse

| TORONTO, CANADA
Canada Operations & Warehouse

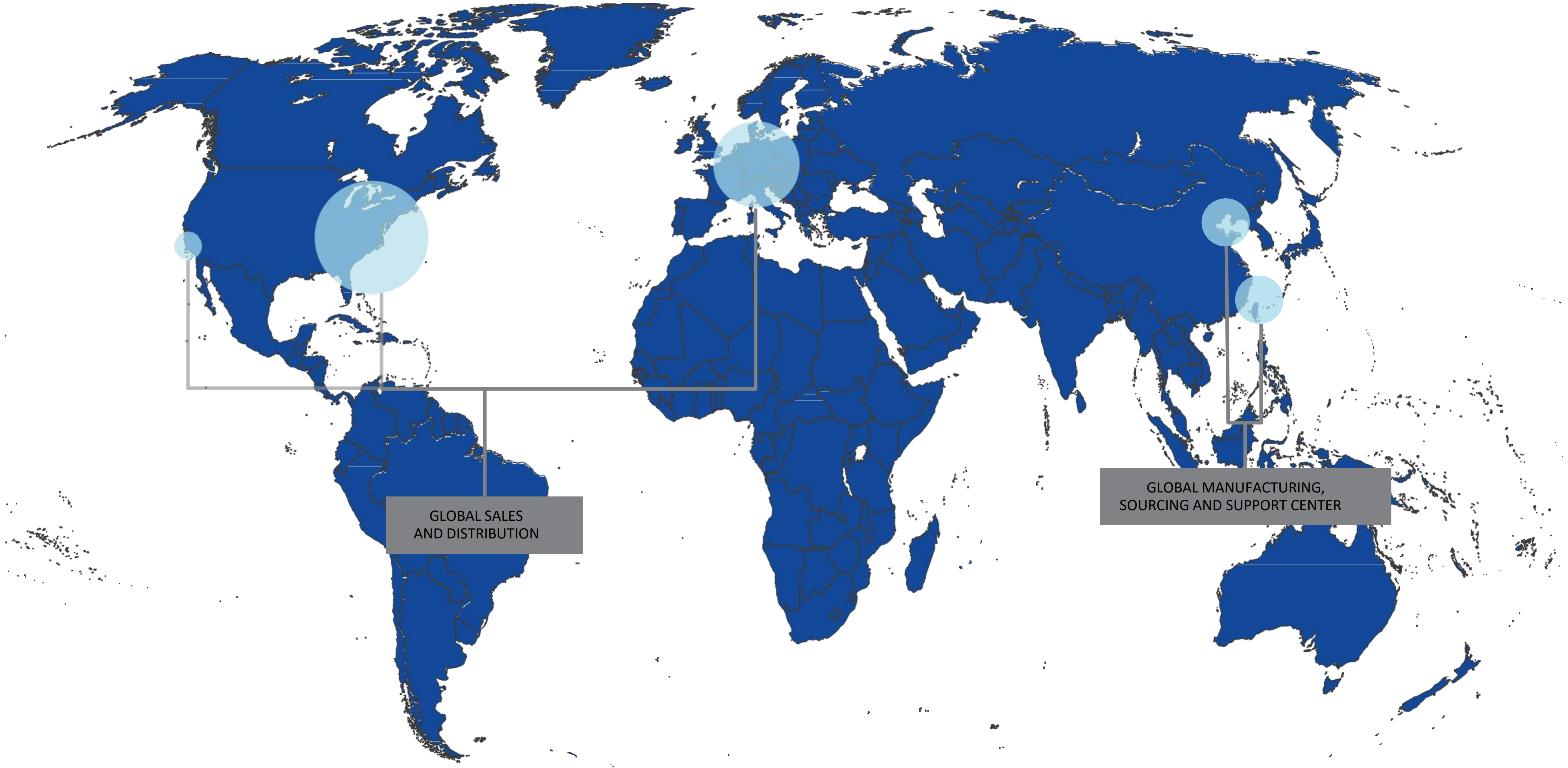
EUROPE

| DUSSELDORF, GERMANY
European Operations

ASIA

| TANGSHAN, CHINA
Product Purchasing & Development Center

| TAIPEI
Global Support Center



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LARGE & GLOBAL CUSTOMER BASE

USA & CANADA

EU

E-COMMERCE

KEY DRIVERS OF LONG-TERM SHAREHOLDER VALUE

- Grow Brands, Product categories and sales Channels
- Focus on higher incremental margin sales opportunities

- Re-invest in core businesses with evergreen expansion opportunities
- Selective bolt-on acquisitions
- Excess free cashflow for dividends or repurchases

- Ongoing initiatives to boost operating margins
- Focused on "return on capital" discipline
- Cashflow and balance sheet management

LONG-TERM VALUE CREATION FORMULA:

Well-above industry organic growth

+

Material operating margin expansion

+

Strong balance sheet and cashflow conversion

+

Smart capital deployment

=

Double-digit earnings growth

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BPC STRATEGY:
BRANDS

	BATH	KITCHEN
OWNED BRANDS HAVE GONE FROM 0% TO OVER 39% OF SALES IN 11 YEARS	CRAFT + MAIN, contrac, avenue	COVERED BRIDGE
BETTER GROSS MARGIN	| Brands have higher gross margins (better pricing) | Improving the *quality, not just volume* of brands | Multi-year brand development plan across multiple product segments	
STRONG PRODUCT DEVELOPMENT	| 100% self-designed products | Product design teams in US, Asia and Europe | Recent investment into "3D" capabilities	
FUTURE STRATEGY	| Continue to focus on developing branded product categories | Will look for "bolt-on" opportunities to complement brand goals	

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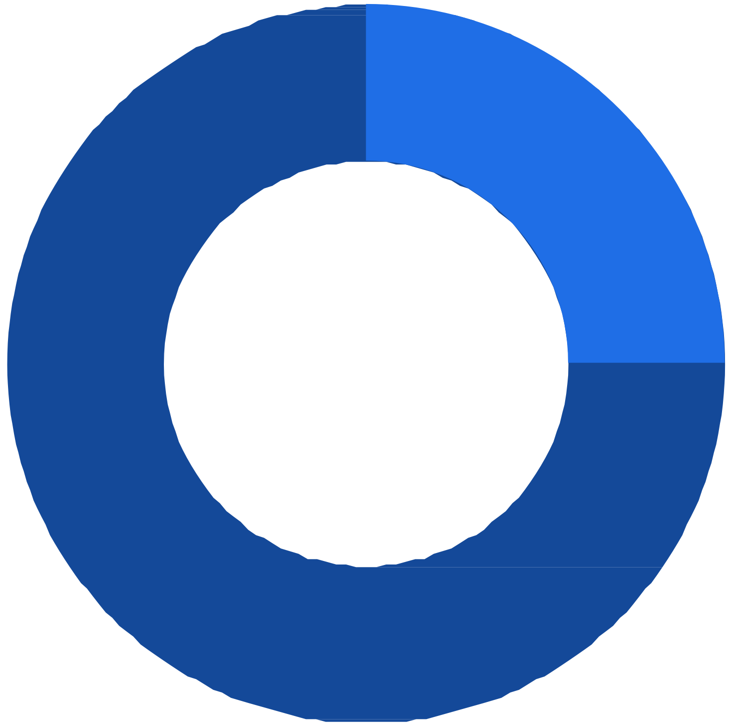
BPC STRATEGY:
NEW PRODUCT CATEGORIES

2021 REVENUE



EXISTING PRODUCTS - ~75%
NEW PRODUCTS - ~25%

CONTRAC: CALI TOUCHLESS

THERMOSTATIC SHOWER VALVES

AVENUE: MADISON

JETCOAT: SHOWER WALL

CRAFT & MAIN: BRANTLEY

CONTRAC: HYGIENIC SINK

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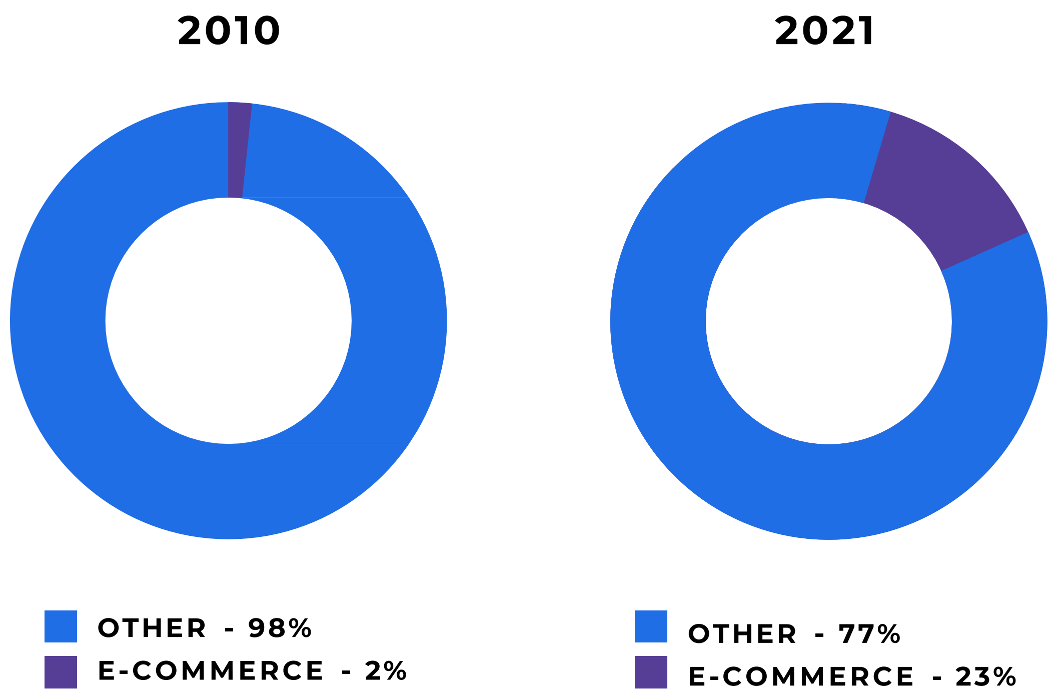
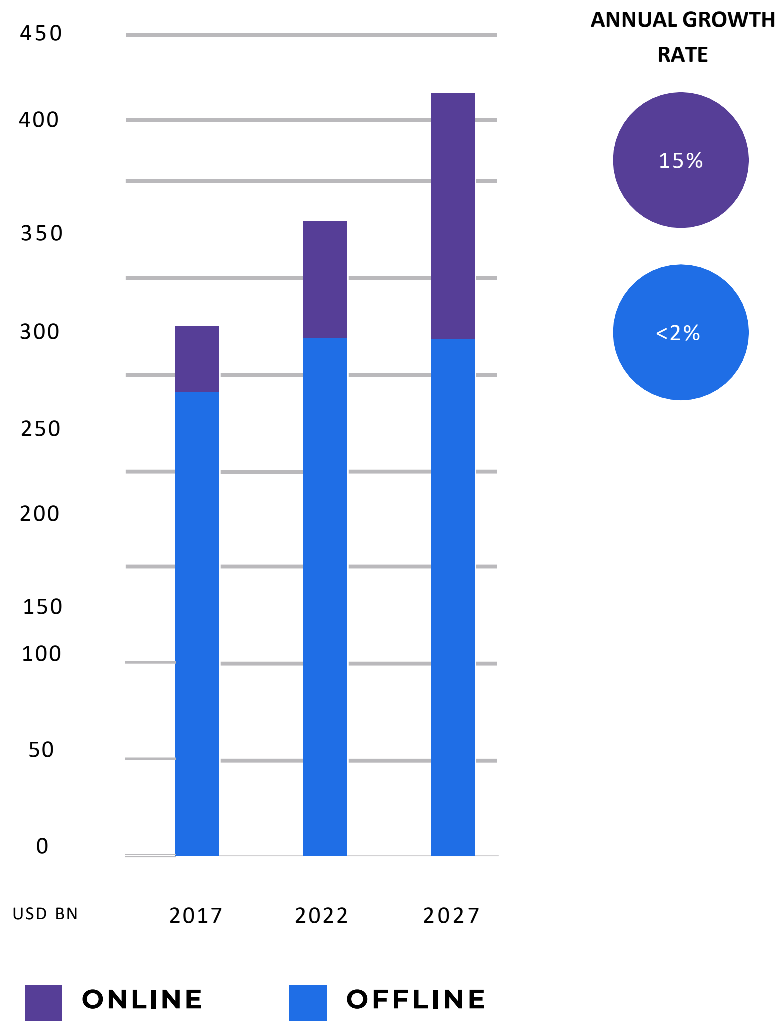
BPC STRATEGY:
E-COMMERCE SALES & ANALYTICS STRATEGY

- 21% of current Group sales. Double-digit organic growth rates for years to come
- Establishing "key vendor" reputation with leading new-age customers including Wayfair.com, Build.com, etc.
- Established Digital Sales & Data Team to assess market trends, product development & design and customer relationships via online/offline data analysis

FGI E-COMMERCE SALES



HOME PRODUCT CATEGORY ONLINE - PENETRATION RATES



SOURCE: WAYFAIR

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BPC STRATEGY:
COMMERCIAL & GEOGRAPHIC SALES CHANNELS

COMMERCIAL

| Traditionally a mass-retail B-to-B business, FGI started to invest in growing local commercial channel partners in 2005 (catering to hospitality, builders, contractors, etc)

| Today, FGI is a leading supplier in the Canada commercial category

| Looking to penetrate commercial channels in the US, which provide multi-billion-dollar end market opportunities for FGI's product lines

GEOGRAPHY

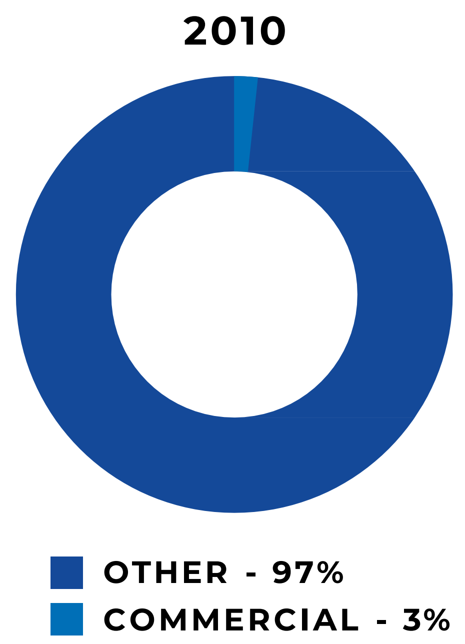
| Look for trusted international partners

| Combine core competencies with superior designs

| Leverage global platform for low-cost growth; capital-lite model

| Unlimited growth potential

FGI COMMERCIAL SALES CHANNEL



EXAMPLE: GERMANY

| In 2005, found a trusted associate

| Utilized existing FGI's global product platform and corporate resources to minimize capital expenditure and operating expense

| Small and medium market = less competition = more growth and profitability

| $0 TO $15MM+ in sales in 10 years

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ENHANCED FINANCIAL PERFORMANCE:
MARGIN ACCRETION, CAPITAL EFFICIENT

| MARGIN IMPROVEMENT
Our growth and efficiency plans expect to generate continuous improvement in operating margins (ERP implementation shortly after IPO)

| LOW-CAPEX NEEDS
FGI operates as a relatively capital-lite business model

| EFFICIENT WORKING CAPITAL PLANNING
We have a lean inventory management system that has seen through recent challenges (tariffs, COVID-19)

| CONSERVATIVE BALANCE SHEET
We focus on liquidity and reasonable leverage ratios

| RETURN ON CAPITAL DISCIPLINE
Internal investments subject to company-wide 20%+ expected return on capital hurdle rates

EFFICIENT CAPITAL DEPLOYMENT
"BOLT-ON" STRATEGY

1. MARKET

| Thousands of small suppliers

| Evergreen product lines, categories and geographies

| Look for good teams and product lines, not turnarounds

2. TARGETS

| "Fit with FGI" core competencies

| Complementary sales and distribution strategy

| Opportunity for cost and revenue synergies

| Will pursue large, strategic options if possible

3. VALUE

| Price is right

| Must be financially accretive

| Return on Capital > Cost of Capital

EXAMPLE: SHOWER BUSINESSES

| Hired shower-door team from competitor

| Grew the business to a $3.4mm Gross Profit business in short time

EXAMPLE: CUSTOM KITCHENS

| Built world-class cabinet production capability in Asia

| Recruited top-tier talent from troubled US-firms

| Well-positioned to grow US share and presence

FAVORABLE END MARKET TRENDS

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LARGE ADDRESSABLE MARKET WITH GDP+ GROWTH

- The addressable market of FGI's current product portfolio represents less than 50% of the global Kitchen & Bath product market
(with over $150 billion of TAM)

- The Repair & Remodel US market segment has generally experienced consistent and above-GDP growth rates over the past 25 years (~3-5% per year)

- Underlying market growth driven by the pace of household formation, home price appreciation, strong housing turnover and the continued aging of the U.S. housing stock

- Record-low home sale inventory and continued price appreciation are a tailwind for large-scale remodels

SUMMARY EST. 2021 RETAIL MARKET VALUE FOR THE KITCHEN AND BATH MARKETS

TOTAL KITCHEN & BATH
$158.6

KITCHEN MARKET
$76.2

(BN USD)

BATH MARKET
$82.4

KITCHEN PRODUCTS	2021
Appliances	$18.2
Cabinets	$18.2
Countertops	$14.0
Flooring	$12.3
Sinks	$4.5
Lighting	$3.7
Ventilation	$2.9
Faucets	$2.4

CURRENT PRODUCT CATEGORIES

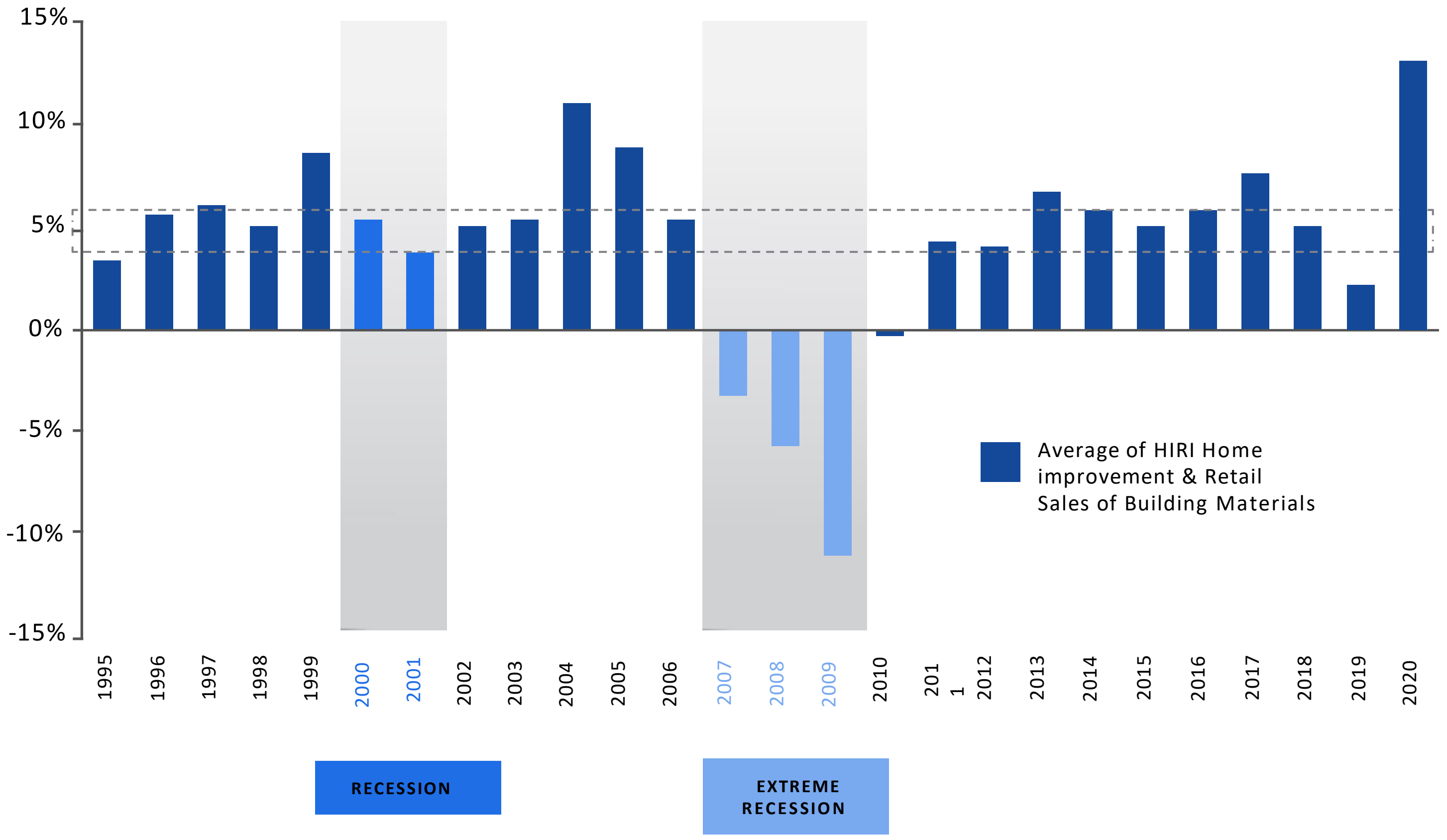
BATHROOM PRODUCTS	
Bathroom Flooring	$12.4
Showers	$12.4
Bathroom Vanities	$10.3
Bathtubs	$10.2
Bathroom Countertops	$9.2
Toilets	$6.5
Bathroom Sinks	$5.9
Bathroom Lighting	$5.3
Bathroom Faucets	$4.3
Bathroom Ventilation	$3.3
Medicine Cabinets	$2.6

SOURCE: 2021 NATIONAL KITCHEN AND BATH ASSOCIATION, USA

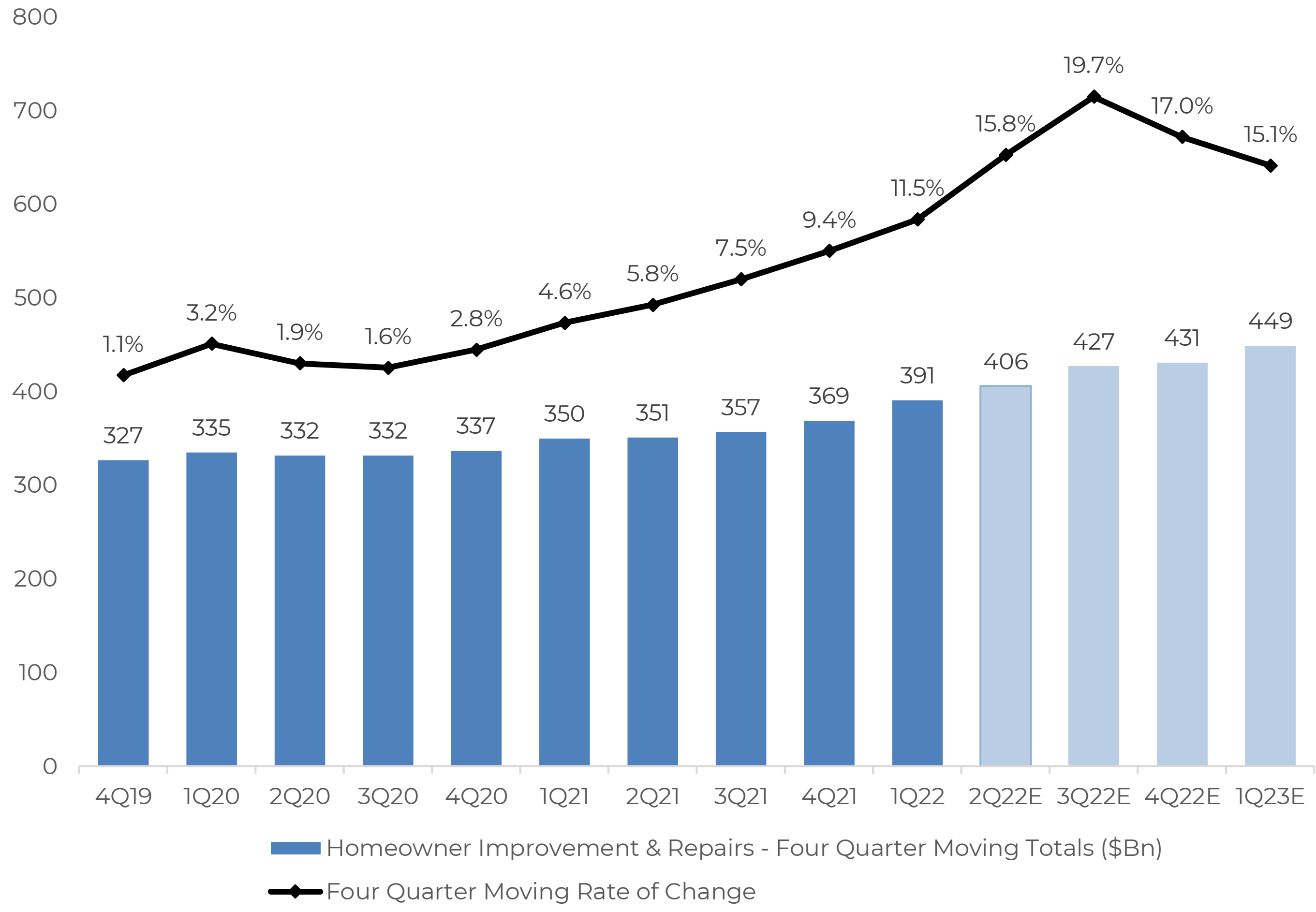
REPAIR AND REMODEL MARKETS PROVIDE STABLE GROWTH

CONSISTENT YEAR-OVER-YEAR GROWTH IN R&R OUTSIDE OF EXTREME RECESSIONS YEARS

HISTORICAL R&R GROWTH



EXPENDITURES FOR IMPROVEMENTS AND REPAIRS ARE EXPECTED TO GROW THROUGHOUT 2022 AND INTO EARLY NEXT YEAR



SOURCE: HIRI, US CENSUS AND FORTUNE BRANDS (TABLE 1);
JOINT CENTER FOR HOUSING STUDIES OF HARVARD UNIVERSITY (TABLE 2)

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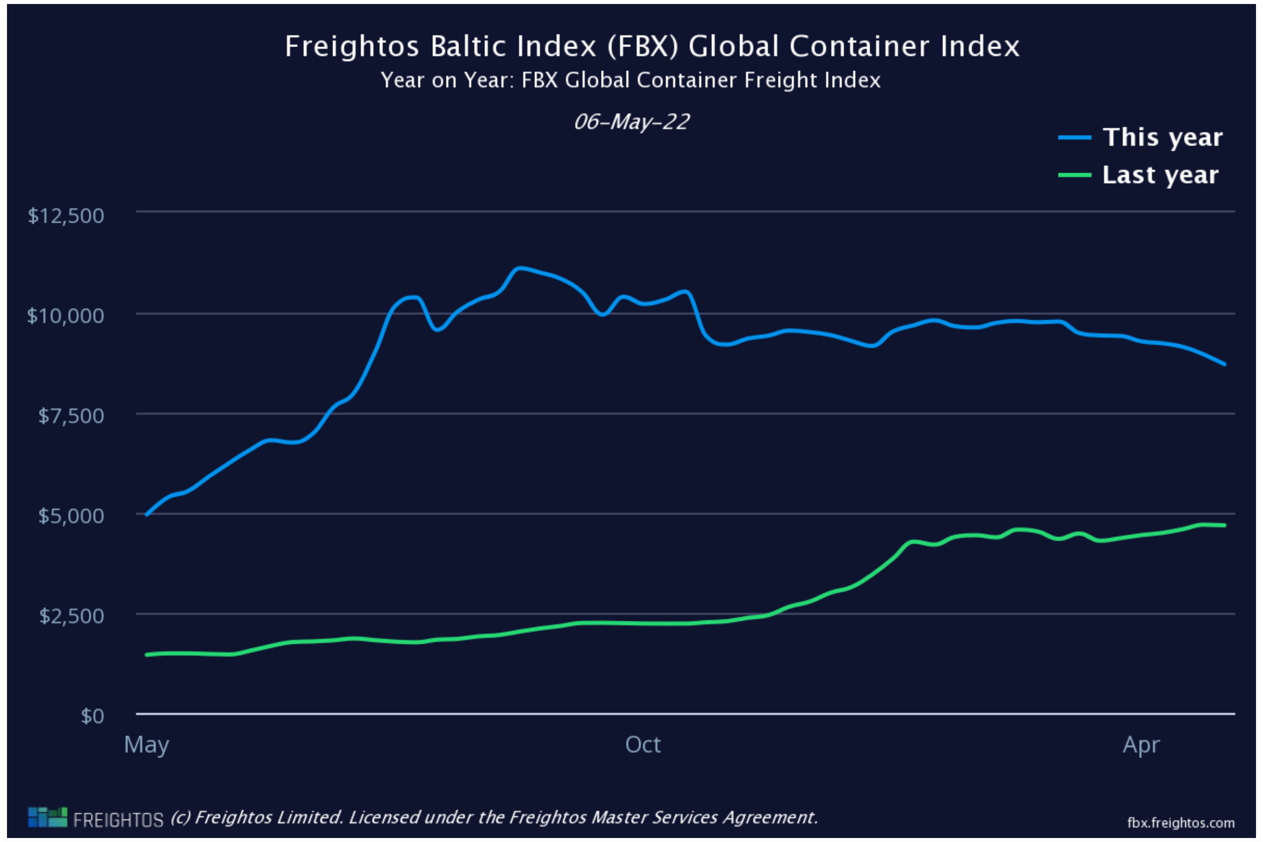
FINANCIAL OVERVIEW AND FIRST QUARTER HIGHLIGHTS

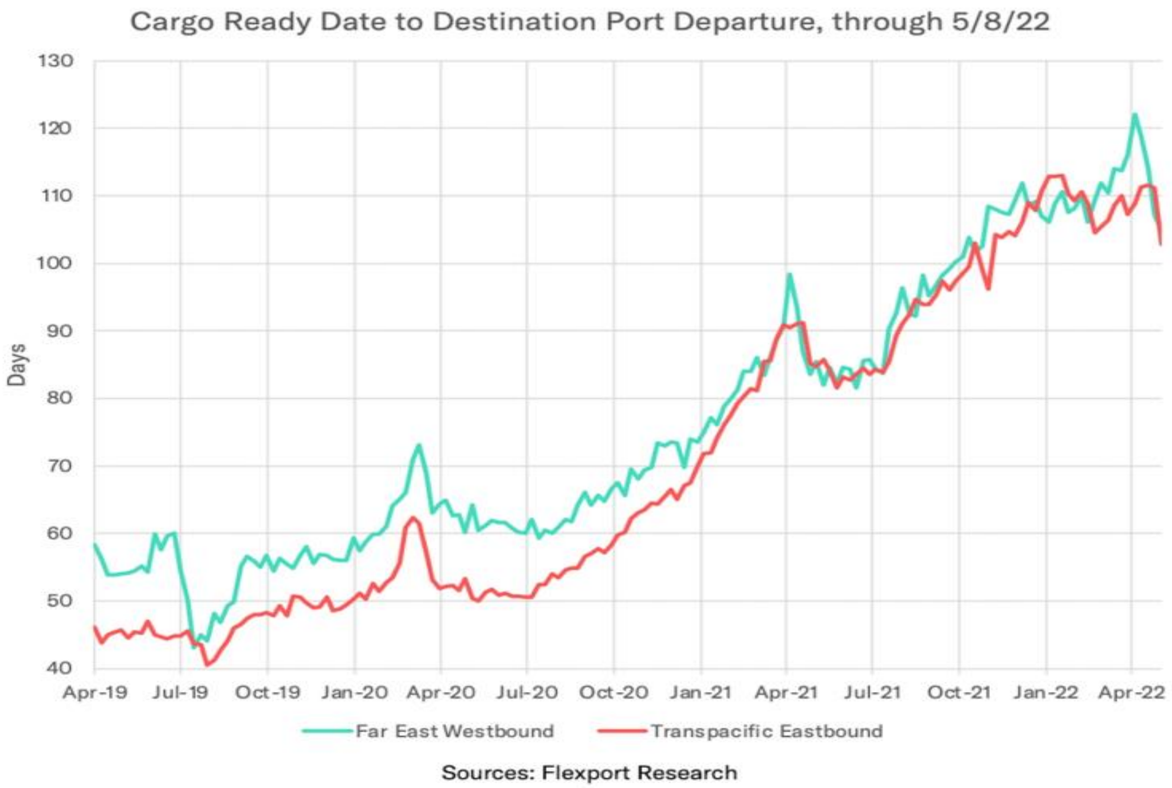
BUSINESS HIGHLIGHTS – 1Q22

Strong Revenue Growth	• First quarter revenues increased 20% to $43.6 million, primarily driven by growth in both Sanitaryware and Other product categories, partially offset by declines in Bath Furniture
Operating Income	• Operating income for the first quarter was $0.7 million, down from $1.9 million last year, primarily due to supply chain disruptions, marketing investments, and public company costs
Supply Chain/ Inflation	• FGI has instituted pricing actions and taken other cost reduction measures in an effort to offset the supply chain and inflationary headwinds. Gross margin improved 277 basis points sequentially, and we continue to expect to resume margin expansion in the back half of 2022.
Strong Financial Position	• FGI had $8.8 million of cash and $16.3 million of debt at March 31, 2022. Inventory levels remain elevated due to supply chain challenges; however, we expect this to reverse in 2022 resulting in improved free cash flow.
Favorable Housing Trends	• Demand trends across repair and remodel remain favorable. There could be some shorter-term disruptions due to supply chain issues, inflation and rising rates, but long-term trends remain favorable.
IPO	• FGI completed its IPO on January 24, 2022. The offering consisted of 2,500,000 units, each consisting of one ordinary share and one warrant to purchase one ordinary shares at a price of $6.00 per unit.

CURRENT GLOBAL SUPPLY CHAIN PRESSURES

- Global transit times and container shipping prices have faced unprecedented pressures in 2021 and 2022 (COVID-19 in factories, shipping delays, etc)
- Discussions with freight forwarders and logistics firms indicate these pressures will continue throughout 2022
- FGI has mitigated current supply chain and cost pressures through a combination of pricing actions, SKU-mix adjustments and ongoing customer discussions
- Our customers continue to expect strong end-market demand for our products, although inflationary pressures are an increasing concern
- We are seeing customers focus on resilient & reliable suppliers such as FGI





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1Q22 CONSOLIDATED FINANCIAL RESULTS

- Total revenue increased 19.8% during the first quarter driven by 3% volume growth and 17% benefit from price/mix.

- Gross profit increased 2.8% to $7.5 million, primarily driven by sales growth, which we attribute to strong demand in the pro channel and R&R markets. Gross margin declined to 17.3%, down from 20.1% in the prior-year period; however, gross margin increased 277 basis points sequentially as margin mitigation measures began to take hold.

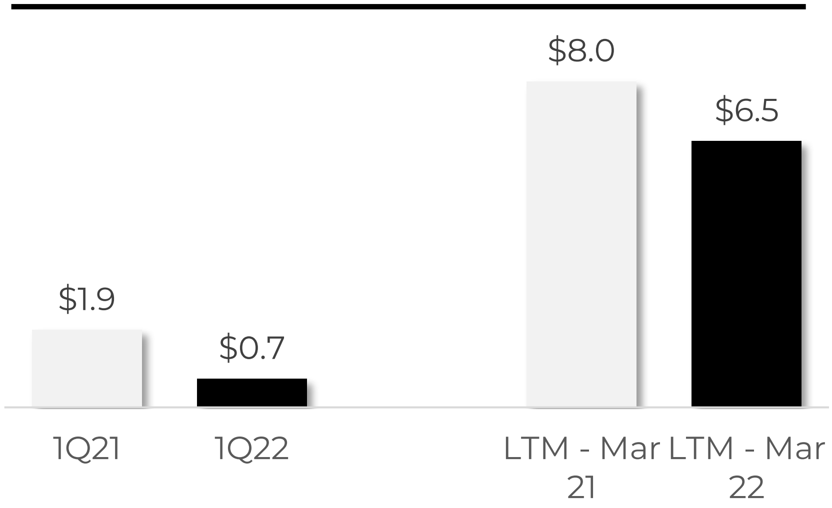
- Operating income decreased to $0.7 million during 1Q22, down from $1.9 million in 1Q21. Adjusted operating income was $0.9 million, down from $2.0 million, primarily driven by supply chain disruptions, marketing investments, and public company costs, partially offset by strong revenue growth.

- Diluted EPS was $0.05 during 1Q22, down from $0.42 in the same period last year. Adjusted diluted EPS was $0.07 during 1Q22, down from $0.24 during the same period last year.

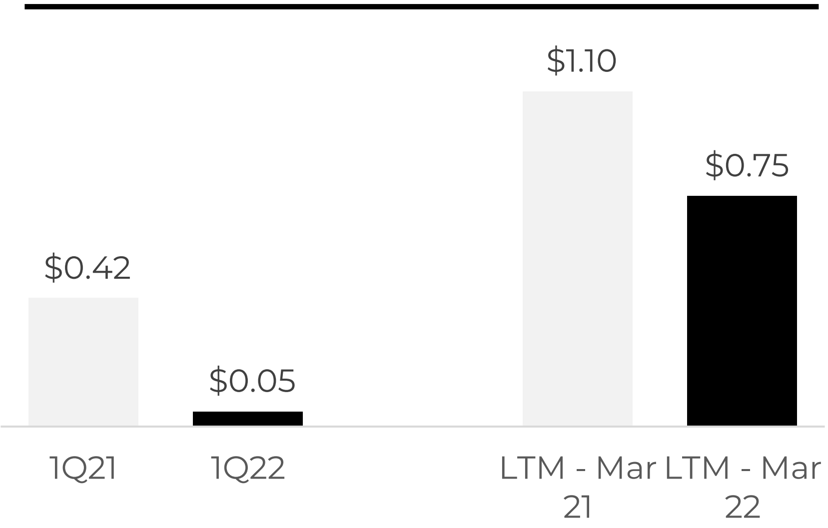
Total Revenue
$MM

Gross Profit
$MM

Operating Income
$MM



Diluted EPS
$



**ADJUSTED OPERATING INCOME AND ADJUSTED DILUTED EPS ARE NON-GAAP FINANCIAL MEASURES. PLEASE SEE SLIDE 16 AND 17 FOR A RECONCILIATION TO THE MOST READILY COMPARABLE MEASURES CALCULATED IN ACCORDANCE WITH GAAP.*

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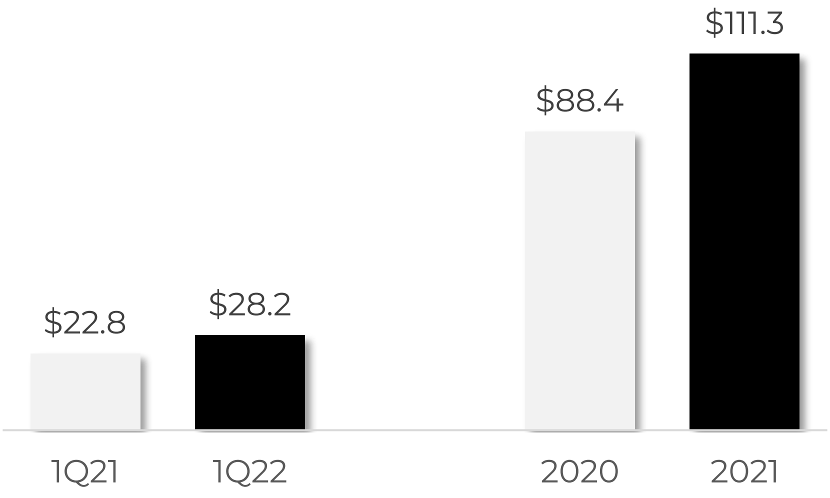
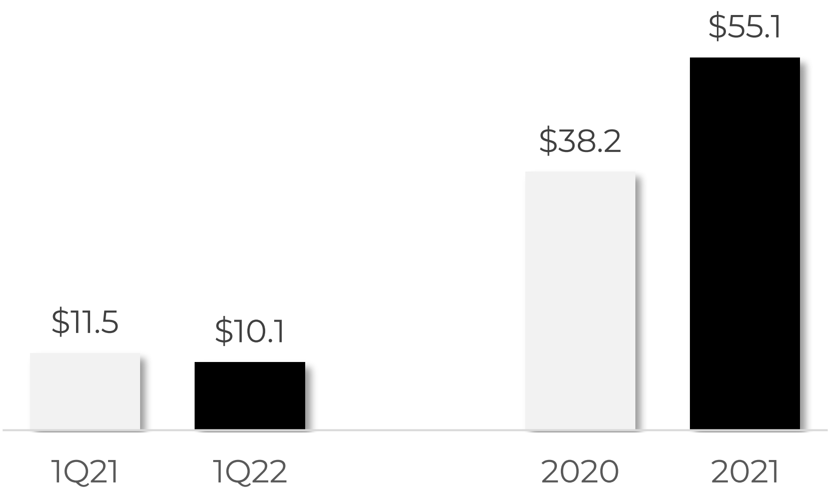
1Q22 BUSINESS LINE RESULTS

Sanitaryware Revenue $MM



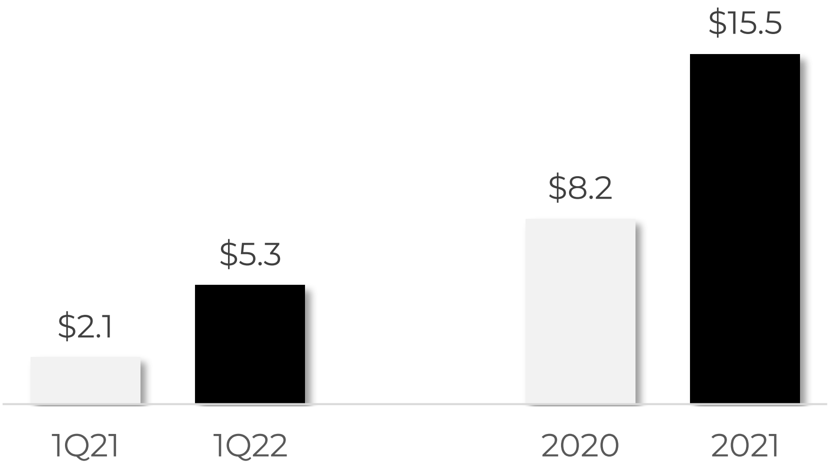
- Sanitaryware revenue was $28.2 million during the first quarter of 2022, an increase of 23.6% compared to the prior-year period, primarily driven by continued volume strength in the pro channel

Bath Furniture Revenue $MM



- Bath Furniture revenue was $10.1 million during the first quarter of 2022, a decrease of 11.9% compared to the prior-year period, as a less favorable product mix weighed on revenue despite increased volumes in Bath Furniture

Other Revenue $MM



- Other revenue was $5.3 million during the first quarter of 2022, an increase of 153% compared to the prior-year period. Volume growth during the period was the result of continued strength in sales of the Jetcoat Shower wall systems

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FINANCIAL OUTLOOK

2022 Financial Outlook		
Revenue	**Operating Income**	**Net Income**
$182 – 189 million	**$6.5 – 7.5 million**	**$5.0 – 6.0 million**

KEY INVESTMENT CHARACTERISTICS

TRUSTED GLOBAL SUPPLIER

We are global, diversified, and reputable supplier of quality kitchen & bath products (Innovation, Quality, Service). With decades of continuous innovation and strategic investment, we have become a trusted partner for many of the world's largest retailers and wholesalers.

STRONG ORGANIC GROWTH

We pursue a "BPC" strategy: focus on Brands, Products and sales Channel. Our BPC plan is the key driver of our growth strategy.

ENHANCED "SPIN-OFF" PROFITABILITY

As a carve-out division from a parent company, we will leverage our independence and our prior investments to generate improved financial performance.

VALUE-ACCRETIVE BOLT-ONS

We will engage in selective "bolt-ons" and large, strategic M&A, should such opportunities clear our return-on-capital hurdles.

STRONG SHAREHOLDER ALIGNMENT

High insider ownership, including a significant holding by our original parent holding company, will ensure a strong alignment of interests with our public shareholders.

APPENDIX

FINANCIAL SUMMARY

(USD)	2019	2020	2021	1Q21	1Q22
REVENUES	126,282,212	134,827,701	181,943,027	36,375,689	43,575,239
GROSS PROFIT	25,439,069	28,404,640	32,202,408	7,317,031	7,524,586
GROSS MARGIN	*20.14%*	*21.07%*	*17.70%*	*20.12%*	*17.27%*
SELLING AND DISTRIBUTION	14,917,601	15,487,306	17,636,820	3,940,470	4,677,352
GENERAL AND ADMINISTRATIVE	7,355,632	5,820,967	6,194,789	1,359,022	1,842,807
RESEARCH & DEVELOPMENT	703,779	814,254	646,069	133,768	313,681
INCOME FROM OPERATIONS	2,462,057	6,282,113	7,724,730	1,883,771	690,746
OPERATING MARGIN	*1.95%*	*4.66%*	*4.25%*	*5.18%*	*1.59%*
ADJUSTED INCOME FROM OPERATIONS	3,998,578	6,282,113	7,840,630	1,999,671	923,058
ADJUSTED OPERATING MARGIN	*3.20%*	*4.66%*	*4.31%*	*5.50%*	*2.12%*
NET INCOME	1,571,094	4,730,748	7,905,916	2,961,414	530,193
ADJUSTED NET INCOME	2,831,041	4,730,748	6,284,572	1,678,114	720,689
SHORT-TERM LOANS	8,207,165	11,074,383	14,657,280		16,321,410
CASH	2,416,879	4,018,558	3,883,896		8,793,338

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FINANCIAL SUMMARY (continued)

USE OF NON-GAAP FINANCIAL MEASURES

In assessing the performance of our business, management utilizes a variety of financial and performance measures to assess our business performance, including to evaluate our ability to convert earnings from our operational performance to cash. Certain key measures include Adjusted Income from Operations (also referred to as Adjusted Operating Income), Adjusted Operating Margins, Adjusted Net Income, and Adjusted Diluted Earnings Per Share ("EPS"), all of which are non-GAAP financial measures. We define Adjusted Income from Operations as GAAP income from operations excluding the impact of certain non-recurring expenses, including expenses related to COVID-19 protocols, 2019 one-time antidumping/countervailing duty legal fees and non-recurring IPO-related compensation and stock-based compensation expense. We define Adjusted Net Income as GAAP net income excluding the tax-effected impact of certain non-recurring expenses and income, such as expenses related to COVID-19 protocols, 2019 one-time antidumping/countervailing duty legal fees, and the impact of our PPP loan and non-recurring IPO-related compensation and stock-based compensation expense. We define Adjusted Diluted EPS as GAAP diluted EPS excluding one-time expenses and income, including IPO-related compensation and stock-based compensation expense, expenses related to COVID-19 protocols and the impact of our PPP loan. We define Adjusted Operating Margins as GAAP adjusted income from operations divided by revenue.

We believe that these non-GAAP measures are meaningful to our investors to enhance their understanding of our financial performance for the current and prior periods and our ability to generate cash flows from operations that are available for taxes, capital expenditures and debt service. When assessing our operating performance, investors and others should not consider this data in isolation or as a substitute for net income (loss) or diluted EPS calculated in accordance with GAAP. Further, the results presented by Adjusted Income from Operations, Adjusted Operating Margins , Adjusted Net Income, and Adjusted Diluted EPS cannot be achieved without incurring the costs that the measures exclude.

The following tables reconcile these non-GAAP numbers to their most directly comparable GAAP measures:

	For the Years Ended		
	31-Dec-19	31-Dec-20	31-Dec-21
Income from operations	2,462,057	6,282,113	7,724,730
COVID one-time expenses	--	--	115,900
Anti-dumping/countervailing duty legal fees	1,536,521	--	--
Adjusted income from operations	3,998,578	6,282,113	7,840,630
Revenue	126,282,212	134,827,701	181,943,027
Adjusted operating margins	3.17%	4.66%	4.31%

	For the Years Ended		
	31-Dec-19	31-Dec-20	31-Dec-21
Net income	1,571,094	4,730,748	7,905,916
COVID one-time expenses	--	--	--
Anti-dumping/countervailing duty legal fees	1,536,521	--	--
Other Income (PPP Loan)	--	--	(1,565,000)
Total	3,107,615	4,730,748	6,340,916
Tax impact of adjustments at 18% effective rate	(276,574)	--	281,700
Adjustment for tax true-up			(338,044)
Adjusted net income	2,831,041	4,730,748	6,284,572
Net income per share		0.68	1.13
Adjusted diluted net income per share		0.68	0.90

FINANCIAL SUMMARY (continued)

The following tables reconcile these non-GAAP numbers to their most directly comparable GAAP measures:

	For the Quarter Ended	
	31-Mar-21	31-Mar-22
Income from operations	1,883,771	690,746
Non-recurring IPO-related compensation and stock-based compensation expense	--	232,312
COVID one-time expenses	115,900	--
Adjusted income from operations	1,999,671	923,058
Revenue	36,375,689	43,575,239
Adjusted operating margins	5.5%	2.1%

	For the Quarter Ended	
	31-Mar-21	31-Mar-22
Net income	2,961,414	530,193
Non-recurring IPO-related compensation and stock-based compensation expense	--	232,312
Other income (PPP Loan)	(1,680,900)	--
COVID one-time expenses	115,900	--
Tax impact of adjustment at 18% effective rate	(281,700)	41,816
Adjusted net income	1,678,114	720,689
Diluted net income per share	0.42	0.05
Non-recurring IPO-related compensation and stock-based compensation expense	--	0.02
Other income (PPP Loan)	(0.20)	--
COVID one-time expenses	0.02	--
Adjusted diluted net income per share	0.24	0.07

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