



FILTERS

region All
market All
division All
customer All
FY 2019

P & L

By Fiscal Months

All values in USD

| Metrics | Quarters | | | | Grand Total |
|--------------|----------|-------|-------|-------|-------------|
| | Q1 | Q2 | Q3 | Q4 | |
| Net Sales | 25.2M | 24.0M | 19.2M | 19.0M | 87.5M |
| COGS | 14.8M | 14.1M | 11.3M | 11.1M | 51.2M |
| Gross Margin | 10.5M | 9.9M | 7.9M | 7.9M | 36.2M |
| GM % | 41.5% | 41.4% | 41.2% | 41.6% | 41.4% |

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All values in USD

| Metrics | Quarters | | | | Grand Total |
|--------------|----------|-------|-------|-------|-------------|
| | Q1 | Q2 | Q3 | Q4 | |
| Net Sales | 66.4M | 63.0M | 19.8M | 47.5M | 196.7M |
| COGS | 41.5M | 39.5M | 12.4M | 30.0M | 123.4M |
| Gross Margin | 24.9M | 23.5M | 7.4M | 17.5M | 73.3M |
| GM % | 37.5% | 37.3% | 37.5% | 36.9% | 37.3% |

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FY 2021

P & L

By Fiscal Months

All values in USD

| Metrics | Quarters | | | | Grand Total |
|--------------|----------|--------|--------|--------|-------------|
| | Q1 | Q2 | Q3 | Q4 | |
| Net Sales | 173.8M | 164.7M | 131.9M | 128.6M | 598.9M |
| COGS | 110.4M | 104.7M | 83.8M | 81.8M | 380.7M |
| Gross Margin | 63.3M | 60.0M | 48.1M | 46.7M | 218.2M |
| GM % | 36.5% | 36.4% | 36.4% | 36.4% | 36.4% |