



P&L Statement  
by Months

FILTERS

region	All
market	All
division	All
customer	All
FY	2019

P&L for FY 2019  
by Fiscal Months

All values in USD

Quarters													
	Q1			Q2			Q3			Q4			Grand Total
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%



FILTERS

region	All
market	All
division	All
customer	All
FY	2020

P&L for FY 2020  
by Fiscal Months

All values in USD

Quarters													
Metrics	Q1			Q2			Q3			Q4			Grand Total
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%



FILTERS

region	All
market	All
division	All
customer	All
FY	2021

P&L for FY 2021  
by Fiscal Months

All values in USD

Quarters													
Metrics	Q1			Q2			Q3			Q4			Grand Total
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

### P&L comparison 2020 vs 2019

by Fiscal Months

Quarters

	Q1			Q2			Q3			Q4			Grand Total
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%
COGS	178.5%	175.1%	187.6%	181.9%	176.6%	181.0%	-64.4%	30.4%	61.6%	160.3%	168.3%	182.6%	140.8%
Gross Margin	144.6%	130.9%	138.6%	132.5%	142.7%	135.8%	-70.9%	11.9%	40.7%	113.6%	119.3%	132.9%	102.3%
GM %	-7.6%	-10.0%	-10.7%	-11.1%	-7.6%	-10.0%	-11.5%	-8.8%	-8.1%	-11.3%	-11.6%	-11.1%	-10.0%

### P&L comparison 2021 vs 2020

by Fiscal Months

Quarters

	Q1			Q2			Q3			Q4			Grand Total
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
COGS	166.7%	170.0%	162.2%	163.3%	165.9%	167.6%	1991.9%	473.8%	353.1%	182.3%	175.3%	162.5%	208.6%
Gross Margin	154.3%	155.9%	153.9%	157.1%	154.0%	154.1%	1963.8%	440.4%	336.9%	172.5%	171.6%	156.5%	197.6%
GM %	-2.9%	-3.3%	-2.0%	-1.5%	-2.8%	-3.2%	-0.9%	-3.7%	-2.3%	-2.2%	-0.8%	-1.5%	-2.3%