



Quarterly P&L Report For 2019-2020-2021

| Filters | |
|----------|-----|
| region | All |
| market | All |
| division | All |
| customer | All |
| FY | All |

| Fiscal Quarters | | | | | | | | | | | | | Grand Total |
|-----------------|-------|-------|--------|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------------|
| | Q1 | | | Q2 | | | Q3 | | | Q4 | | | |
| Metrics | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | |
| Total Net Sales | 68.4M | 83.3M | 113.8M | 119.4M | 68.4M | 63.8M | 52.5M | 57.6M | 60.8M | 62.5M | 66.6M | 65.9M | 883.0M |
| Sum of COGS | 42.9M | 52.2M | 71.7M | 75.4M | 42.9M | 40.0M | 33.1M | 36.3M | 38.2M | 39.3M | 42.0M | 41.6M | 555.3M |
| Gross Profit | 25.5M | 31.1M | 42.1M | 44.0M | 25.6M | 23.8M | 19.4M | 21.4M | 22.6M | 23.3M | 24.6M | 24.3M | 327.7M |
| Gross Profit % | 37.3% | 37.4% | 37.0% | 36.9% | 37.3% | 37.3% | 37.0% | 37.1% | 37.2% | 37.2% | 36.9% | 36.9% | 37.1% |

Quarterly P&L Report For 2019

| Filters | |
|----------|------|
| region | All |
| market | All |
| division | All |
| customer | All |
| FY | 2019 |

| Fiscal Quarters | | | | | | | | | | | | | Grand Total |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------|
| | Q1 | | | Q2 | | | Q3 | | | Q4 | | | |
| Metrics | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | |
| Total 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 |
| Sum of 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 Profit | 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 |
| Gross Profit % | 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% |

Quarterly P&L Report For 2020

| Filters | |
|----------|------|
| region | All |
| market | All |
| division | All |
| customer | All |
| FY | 2020 |

| Fiscal Quarters | | | | | | | | | | | | | Grand Total |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------|
| | Q1 | | | Q2 | | | Q3 | | | Q4 | | | |
| Metrics | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | |
| Total 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 |
| Sum of 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 Profit | 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 |
| Gross Profit % | 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% |

Quarterly P&L Report For 2021

| Filters | |
|----------|------|
| region | All |
| market | All |
| division | All |
| customer | All |
| FY | 2021 |

| Fiscal Quarters | | | | | | | | | | | | | |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------|--------|
| | Q1 | | | Q2 | | Q3 | | | Q4 | | | Grand Total | |
| Metrics | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | |
| Total 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 |
| Sum of 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 Profit | 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 |
| Gross Profit % | 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% |