

## FILTERS

region All  
market All  
division All  
customer All  
FY 2019

## P &amp; L By Fiscal Months

All values in USD

Note: Do not modify Pivot Table

| Metrics        | Quarters  |       |       |           |     |       |           |       |       |           |       |       | Grand Total |
|----------------|-----------|-------|-------|-----------|-----|-------|-----------|-------|-------|-----------|-------|-------|-------------|
|                | Q1<br>Sep | Oct   | Nov   | Q2<br>Dec | Jan | Feb   | Q3<br>Mar | Apr   | May   | Q4<br>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  | 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  | 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  | 36.2M       |
| Gross_Margin % | 40.9%     | 42.0% | 41.5% | 41.4%     |     | 40.9% | 41.9%     | 41.5% | 41.4% | 40.8%     | 42.0% | 41.5% | 41.4%       |

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|----------------|-----------|-------|-------|-----------|-----|-------|-----------|-------|-------|-----------|-------|-------|-------------|
|                | Q1<br>Sep | Oct   | Nov   | Q2<br>Dec | Jan | Feb   | Q3<br>Mar | Apr   | May   | Q4<br>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 | 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 | 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  | 73.3M       |
| Gross_Margin % | 37.8%     | 37.8% | 37.0% | 36.8%     |     | 37.8% | 37.7%     | 36.7% | 37.7% | 37.5%     | 37.3% | 36.7% | 37.3%       |

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|----------------|-----------|-------|-------|-----------|-----|-------|-----------|-------|-------|-----------|-------|-------|-------------|
|                | Q1<br>Sep | Oct   | Nov   | Q2<br>Dec | Jan | Feb   | Q3<br>Mar | Apr   | May   | Q4<br>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 | 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 | 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 | 218.2M      |
| Gross_Margin % | 36.7%     | 36.5% | 36.3% | 36.3%     |     | 36.7% | 36.5%     | 36.4% | 36.3% | 36.6%     | 36.4% | 36.4% | 36.4%       |

Net Sales  
Performance

|              |        |        |        |        |        |        |         |        |        |        |        |        |        |
|--------------|--------|--------|--------|--------|--------|--------|---------|--------|--------|--------|--------|--------|--------|
| 2021 vs 2020 | 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% |
| 2020 vs 2019 | 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% |