



region

market

division

customer

FY Year

All

All

All

All

2019

P & L

by Fiscal Year

All values are in USD

Values	Fiscal Quarter											
	Q1			Q2			Q3			Q4		
	Nov	Oct	Sep	Dec	Feb	Jan	Apr	Mar	May	Aug	Jul	Jun
Net Sales	10.7M	8.0M	6.5M	11.4M	6.1M	6.5M	6.3M	6.4M	6.5M	6.3M	6.5M	6.2M
COGS	6.3M	4.7M	3.8M	6.7M	3.5M	3.9M	3.7M	3.8M	3.8M	3.7M	3.8M	3.6M
gross margin	4.5M	3.4M	2.6M	4.7M	2.6M	2.7M	2.6M	2.7M	2.6M	2.6M	2.7M	2.6M
GM%	41.5%	42.0%	40.9%	41.4%	41.9%	40.9%	41.4%	41.5%	40.8%	41.4%	41.5%	42.0%

region

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customer

FY Year

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2020

P & L

by Fiscal Year

All values are in USD

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

region

market

division

customer

FY Year

All

All

All

All

2021

P & L

by Fiscal Year

All values are in USD

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

Net Sales Comparison	Nov	Oct	Sep	Dec	Feb	Jan	Apr	Mar	May	Aug	Jul	Jun
21 vs 20	159.1%	164.7%	162.1%	161.0%	162.5%	161.4%	461.2%	1981.6%	347.0%	160.3%	173.9%	178.6%
20 vs 19	167.3%	156.6%	164.6%	161.5%	162.0%	162.8%	22.7%	-67.1%	53.1%	162.0%	148.0%	140.7%