

Quarterly P & L Statement

market	All
division	All
customer	All
FY	2019

Please do not change Pivot Tables
(All currency values in USD)

2019

Quarter																	
	Q1			Q1 Total	Q2			Q2 Total	Q3			Q3 Total	Q4			Q4 Total	Grand Total
Values	Sep	Oct	Nov		Dec	Jan	Feb		Mar	Apr	May		Jun	Jul	Aug		
Net Sales	6.5 M	8.0 M	10.7 M	25.2 M	11.4 M	6.5 M	6.1 M	24.0 M	6.4 M	6.3 M	6.5 M	19.2 M	6.2 M	6.5 M	6.3 M	19.0 M	87.5 M
COGS	3.8 M	4.7 M	6.3 M	14.8 M	6.7 M	3.9 M	3.5 M	14.1 M	3.8 M	3.7 M	3.8 M	11.3 M	3.6 M	3.8 M	3.7 M	11.1 M	51.2 M
Gross Margin	2.6 M	3.4 M	4.5 M	10.5 M	4.7 M	2.7 M	2.6 M	9.9 M	2.7 M	2.6 M	2.6 M	7.9 M	2.6 M	2.7 M	2.6 M	7.9 M	36.2 M
%GM	40.9%	42.0%	41.5%	41.5%	41.4%	40.9%	41.9%	41.4%	41.5%	41.4%	40.8%	41.2%	42.0%	41.5%	41.4%	41.6%	41.4%

market	All
division	All
customer	All
FY	2020

2020

Quarter																	
	Q1			Q1 Total	Q2			Q2 Total	Q3			Q3 Total	Q4			Q4 Total	Grand Total
Values	Sep	Oct	Nov		Dec	Jan	Feb		Mar	Apr	May		Jun	Jul	Aug		
Net Sales	17.1 M	20.6 M	28.7 M	66.4 M	29.9 M	17.1 M	15.9 M	63.0 M	2.1 M	7.8 M	9.9 M	19.8 M	14.9 M	16.1 M	16.5 M	47.5 M	196.7 M
COGS	10.6 M	12.8 M	18.1 M	41.5 M	18.9 M	10.7 M	9.9 M	39.5 M	1.3 M	4.8 M	6.2 M	12.4 M	9.3 M	10.2 M	10.5 M	30.0 M	123.4 M
Gross Margin	6.5 M	7.8 M	10.6 M	24.9 M	11.0 M	6.5 M	6.0 M	23.5 M	0.8 M	2.9 M	3.7 M	7.4 M	5.5 M	5.9 M	6.1 M	17.5 M	73.3 M
%GM	37.8%	37.8%	37.0%	37.5%	36.8%	37.8%	37.7%	37.3%	36.7%	37.7%	37.5%	37.5%	37.3%	36.7%	36.8%	36.9%	37.3%

market	All
division	All
customer	All
FY	2021

2021

Quarter																		
	Q1			Q1 Total	Q2			Q2 Total	Q3			Q3 Total	Q4			Q4 Total	Grand Total	
Values	Sep	Oct	Nov		Dec	Jan	Feb		Mar	Apr	May		Jun	Jul	Aug			
Net Sales	44.8 M	54.6 M	74.3 M	173.8 M	78.1 M	44.8 M	41.8 M	164.7 M	44.0 M	43.5 M	44.4 M	131.9 M	41.5 M	44.0 M	43.0 M	128.6 M	598.9 M	
COGS	28.4 M	34.7 M	47.4 M	110.4 M	49.8 M	28.4 M	26.5 M	104.7 M	28.0 M	27.7 M	28.1 M	83.8 M	26.4 M	28.0 M	27.4 M	81.8 M	380.7 M	
Gross Margin	16.4 M	19.9 M	27.0 M	63.3 M	28.3 M	16.4 M	15.3 M	60.0 M	16.0 M	15.8 M	16.3 M	48.1 M	15.1 M	16.0 M	15.6 M	46.7 M	218.2 M	
%GM	36.7%	36.5%	36.3%	36.5%	36.3%	36.7%	36.5%	36.4%	36.4%	36.3%	36.6%	36.4%	36.4%	36.4%	36.3%	36.4%	36.4%	

Yearly Net Sales Comaprison

	Quarter												
	Q1			Q2			Q3			Q4			Grand Total
FY	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
2019	6.5 M	8.0 M	10.7 M	11.4 M	6.5 M	6.1 M	6.4 M	6.3 M	6.5 M	6.2 M	6.5 M	6.3 M	<div></div> 87.5 M
2020	17.1 M	20.6 M	28.7 M	29.9 M	17.1 M	15.9 M	2.1 M	7.8 M	9.9 M	14.9 M	16.1 M	16.5 M	<div></div> 196.7 M
2021	44.8 M	54.6 M	74.3 M	78.1 M	44.8 M	41.8 M	44.0 M	43.5 M	44.4 M	41.5 M	44.0 M	43.0 M	<div></div> 598.9 M

Growth

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%