



P&L BY FISICAL QUARTERS

(All Values in USD)

region	All
market	All
customer	All
division	All
FY	2019

2019 FY

QUARTERS												
	Q1			Q2			Q3			Q4		
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
NetSales	6.46 M	8.04 M	10.74 M	11.44 M	6.52 M	6.08 M	6.41 M	6.32 M	6.49 M	6.18 M	6.48 M	6.31 M
COGS	3.82 M	4.66 M	6.28 M	6.70 M	3.86 M	3.53 M	3.75 M	3.71 M	3.84 M	3.59 M	3.79 M	3.70 M
Gross Margin	2.64 M	3.37 M	4.45 M	4.73 M	2.67 M	2.55 M	2.66 M	2.62 M	2.65 M	2.60 M	2.69 M	2.61 M
GM %	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%	41.45%	41.39%	40.79%	42.00%	41.48%	41.39%

region	All
market	All
customer	All
division	All
FY	2020

2020 FY

QUARTERS												
	Q1			Q2			Q3			Q4		



Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
NetSales	17.10 M	20.63 M	28.69 M	29.90 M	17.13 M	15.93 M	2.11 M	7.76 M	9.93 M	14.88 M	16.08 M	16.54 M
COGS	10.64 M	12.83 M	18.07 M	18.89 M	10.67 M	9.92 M	1.34 M	4.83 M	6.21 M	9.34 M	10.18 M	10.45 M
Gross Margin	6.46 M	7.79 M	10.63 M	11.01 M	6.47 M	6.01 M	.77 M	2.93 M	3.72 M	5.55 M	5.90 M	6.08 M
GM %	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%	36.68%	37.73%	37.49%	37.27%	36.68%	36.79%

region	All
market	All
customer	All
division	All
FY	2021

2021 FY

QUARTERS												
	Q1			Q2			Q3			Q4		
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
NetSales	44.82 M	54.59 M	74.34 M	78.06 M	44.79 M	41.82 M	43.95 M	43.54 M	44.40 M	41.47 M	44.05 M	43.05 M
COGS	28.39 M	34.65 M	47.36 M	49.76 M	28.36 M	26.54 M	27.97 M	27.72 M	28.13 M	26.35 M	28.03 M	27.44 M
Gross Margin	16.43 M	19.94 M	26.98 M	28.30 M	16.43 M	15.28 M	15.98 M	15.82 M	16.27 M	15.11 M	16.02 M	15.61 M
GM %	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%	36.37%	36.33%	36.63%	36.45%	36.37%	36.26%

NET SALES COMPARISON

21 Vs. 20	162%	165%	159%	161%	161%	162%	1982%	461%	347%	179%	174%	160%
20 Vs. 19	165%	157%	167%	161%	163%	162%	-67%	23%	53%	141%	148%	162%