

FILTERS

customer

region All market All division All

P&L

By Fiscal Years

FY 2019 All values in USD

Note: Do not modify the povit table

Quarters

Αll

Q1					Q3					Q4		Grand Total			
Metrics	Sep	C	Oct	Nov	Dec	Jan	Feb	Mar	r	Apr	May	Jun	Jul	Aug	
Net Sales	6.	5M	8.0M	10.7M	11.4M	6.5N	l 6.1	М	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
COGS	3.	8M	4.7M	6.3M	6.7M	3.9N	3.5	М	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
Gross Margin	2.	6M	3.4M	4.5M	4.7M	2.7N	1 2.6	М	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
GM %	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%

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Quarters

Αll

		Q2			Q3			Q4		Grand Total			
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	17.1N	20.6M	28.7M	29.9M	17.1M	15.9M	2.11	√ 7.8N	9.9M	14.9M	16.1M	16.5M	196.7M
COGS	10.6N	12.8M	18.1M	18.9M	10.7M	9.9M	1.31	4.8N	6.2M	9.3M	10.2M	10.5M	123.4M
Gross Margin	6.5N	7.8M	10.6M	11.0M	6.5M	6.0M	18.0	Л 2.9N	3.7M	5.5M	5.9M	6.1M	73.3M
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.79	% 37.7%	37.5%	37.3%	36.7%	36.8%	37.3%



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2021 All values in USD

Quarters

Αll

Q1 Q2 Q3 **Grand Total** Q4 Metrics Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Net Sales 54.6M 41.8M 44.0M 43.5M 44.4M 41.5M 44.0M 43.0M 598.9M 44.8M 74.3M 78.1M 44.8M 26.4M COGS 28.4M 34.7M 47.4M 49.8M 28.4M 26.5M 28.0M 27.7M 28.1M 28.0M 27.4M 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 15.6M 218.2M GM % 36.7% 36.5% 36.3% 36.4% 36.3% 36.4% 36.3% 36.7% 36.5% 36.6% 36.4% 36.4% 36.3%

Net Sales

comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%













