

FLITER

market	All	-
customer	All	-
division	All	-
FY	2019	+

P&L

by Fiscal Month
All Values in USD

Note -Do Not Change Pivot Table

Quarte -

	Q1			Q2			Q3			Q4			Grand Total	
Values	Sep	Oct	Nov	Jan	Feb	Dec	Mar	Apr	May	Jun	Jul	Aug		
Net Sales	6.5M	8.0M		10.7M	6.5M	6.1M	11.4M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
COGS	3.8M	4.7M		6.3M	3.9M	3.5M	6.7M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
Gross Margin	2.6M	3.4M		4.5M	2.7M	2.6M	4.7M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
gross%	40.9%	42.0%		41.5%	40.9%	41.9%	41.4%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

market	All	-
customer	All	-
division	All	-
FY	2020	+

P&L

by Fiscal Month
All Values in USD

Quarte -

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

market	All	-
customer	All	-
division	All	-
FY	2021	+

P&L

by Fiscal Month
All Values in USD

Quarte -

	Q1			Q2			Q3			Q4			Grand Total	
Values	Sep	Oct	Nov	Jan	Feb	Dec	Mar	Apr	May	Jun	Jul	Aug		
Net Sales	44.8M	54.6M		74.3M	44.8M	41.8M	78.0M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
COGS	28.4M	34.7M		47.4M	28.4M	26.5M	49.8M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
Gross Margin	16.4M	19.9M		27.0M	16.4M	15.3M	28.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
gross%	36.7%	36.5%		36.3%	36.7%	36.5%	36.3%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

Net Sales

Comparis

2019VS2020	164.6%	156.6%		167.3%	162.8%	162.0%	161.5%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%
2020VS2021	162.1%	164.7%		159.1%	161.4%	162.5%	161.0%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%