



## FILTERS

region All  
market All  
division All  
customer All  
FY 2019

## P &amp; L

By Physical Year

All values in USD

Metrics	Quarters												Grand Total	
	Q1			Q2			Q3			Q4				
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M		6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M		3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M		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%	41.43%

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FY 2020

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By Physical Year

All values in USD

Metrics	Quarters												Grand Total	
	Q1			Q2			Q3			Q4				
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M		2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M		1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M		0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%		36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.28%

region All  
market All  
division All  
customer All  
FY 2021

## P &amp; L

By Physical Year

All values in USD

Quarters															Grand Total
Metrics	Q1			Q2			Q3			Q4					
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug			
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M		44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M	
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M		28.0M	27.7M	28.1M	26.4M	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%	36.3%	36.7%	36.5%		36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.43%	

## Net sales comparison

21 vs 20	162.1%	264.7%	259.1%	261.0%	261.4%	262.5%		2081.6%	561.2%	447.0%	278.6%	273.9%	260.3%	204.5%
20 vs 19	264.6%	256.6%	267.3%	261.5%	262.8%	262.0%		32.9%	122.7%	153.1%	240.7%	248.0%	262.0%	124.8%