

## FILTER

market	All
region	All
customer	All
division	All
FY Year	2019

**P & L - 2019**  
By Fiscal Years  
All Values in USD

Note: Do not modify this table

Metrics	Quarters												Grand Total
	QTR 1			QTR 2			QTR 3			QTR 4			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	6M	8M	11M	11M	7M	6M	6M	6M	6M	6M	6M	6M	87M
Cost of Goods Sold	4M	5M	6M	7M	4M	4M	4M	4M	4M	4M	4M	4M	51M
Gross Profit	3M	3M	4M	5M	3M	3M	3M	3M	3M	3M	3M	3M	36M
Gross Margin	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%

market	All
region	All
customer	All
division	All
FY Year	2020

**P & L - 2020**  
By Fiscal Years  
All Values in USD

Note: Do not modify this table

Metrics	Quarters												Grand Total
	QTR 1			QTR 2			QTR 3			QTR 4			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	17M	21M	29M	30M	17M	16M	2M	8M	10M	15M	16M	17M	197M
Cost of Goods Sold	11M	13M	18M	19M	11M	10M	1M	5M	6M	9M	10M	10M	123M
Gross Profit	6M	8M	11M	11M	6M	6M	1M	3M	4M	6M	6M	6M	73M
Gross Margin	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

market	All
region	All
customer	All
division	All
FY Year	2021

**P & L - 2021**  
By Fiscal Years  
All Values in USD

Note: Do not modify this table

Metrics	Quarters												Grand Total
	QTR 1			QTR 2			QTR 3			QTR 4			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	45M	55M	74M	78M	45M	42M	44M	44M	44M	41M	44M	43M	599M
Cost of Goods Sold	28M	35M	47M	50M	28M	27M	28M	28M	28M	26M	28M	27M	381M
Gross Profit	16M	20M	27M	28M	16M	15M	16M	16M	16M	15M	16M	16M	218M
Gross Margin	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

## Sales % Growth Rate By Month

Net Sales Comparison	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Total Sales Growth
2019 VS 2020	165%	157%	167%	161%	163%	162%	-67%	23%	53%	141%	148%	162%	125%
2020 VS 2021	162%	165%	159%	161%	161%	162%	1982%	461%	347%	179%	174%	160%	204%