

FILTERS

| | |
|----------|------|
| region | All |
| market | All |
| customer | All |
| division | All |
| FY | 2019 |

P&L Report

| Months | | | | | | | | | | | | | | |
|--------------|-----------|-----------|------------|------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|-------------|
| | Q1 | | Q2 | | | | Q3 | | | | Q4 | | | Grand Total |
| Values | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | | |
| Total Sales | \$ 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 | \$ 87.48 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 | \$ 51.24 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 | \$ 36.24 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% | 41.43% | |

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| Months | | | | | | | | | | | | | | Grand Total |
|--------------|------------|------------|------------|------------|------------|------------|-----------|-----------|-----------|------------|------------|------------|-------------|----------------|
| Values | Q1 | | Q2 | | Q3 | | | Q4 | | | | | | |
| | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | | |
| Total Sales | \$ 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 | \$ 196.69 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 | \$ 123.37 M | |
| Gross Margin | \$ 6.46 M | \$ 7.79 M | \$ 10.63 M | \$ 11.01 M | \$ 6.47 M | \$ 6.01 M | \$ 0.77 M | \$ 2.93 M | \$ 3.72 M | \$ 5.55 M | \$ 5.90 M | \$ 6.08 M | \$ 73.32 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% | 37.28% | |

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P&L Report

| Months | | | | | | | | | | | | | Grand Total |
|--------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|----------------|
| Values | Q1 | | Q2 | | Q3 | | | Q4 | | | Aug | | |
| | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | | Jul | |
| Total Sales | \$ 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 | \$ 598.88 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 | \$ 380.71 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 | \$ 218.16 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% | 36.43% |

NET SALES
COMPARISON

| | | | | | | | | | | | | | |
|----------|---------|---------|---------|---------|---------|---------|----------|---------|---------|---------|---------|---------|---------|
| 20 vs 19 | 164.63% | 156.58% | 167.27% | 161.45% | 162.75% | 162.02% | -67.07% | 22.73% | 53.05% | 140.65% | 148.00% | 162.03% | 124.85% |
| 21 vs 20 | 162.06% | 164.68% | 159.10% | 161.05% | 161.40% | 162.49% | 1981.59% | 461.21% | 347.02% | 178.64% | 173.93% | 160.31% | 204.48% |