



region All
market All
division All
customer All
Fy 2019

P & L
By Fiscal Months
All values in USD

Metrics	Quaters			
	Q1		Q2	
	Sep	Oct	Nov	Dec
Net Sales	6.5m	8.0m	10.7m	11.4m
COGS	3.8m	4.7m	6.3m	6.7m
Gross Margin	2.6m	3.4m	4.5m	4.7m
Gross Margin %	40.87%	41.97%	41.49%	41.39%

region All
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Fy 2020

P & L
By Fiscal Months
All values in USD

Metrics	Quaters			
	Q1		Q2	
	Sep	Oct	Nov	Dec
Net Sales	17.1m	20.6m	28.7m	29.9m
COGS	10.6m	12.8m	18.1m	18.9m
Gross Margin	6.5m	7.8m	10.6m	11.0m
Gross Margin %	37.77%	37.78%	37.04%	36.81%

region All
market All
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Fy 2021

P & L
By Fiscal Months
All values in USD

Metrics	Quaters			
	Q1		Q2	
	Sep	Oct	Nov	Dec
Net Sales	44.8m	54.6m	74.3m	78.1m
COGS	28.4m	34.7m	47.4m	49.8m
Gross Margin	16.4m	19.9m	27.0m	28.3m
Gross Margin %	36.65%	36.52%	36.29%	36.26%



NET SALES
COMPARISON

2021 VS 2020	162.1%	164.7%	159.1%	161.0%
2020 VS 2019	164.6%	156.6%	167.3%	161.5%



Q2		Q3			Q4		
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
6.5m	6.1m	6.4m	6.3m	6.5m	6.2m	6.5m	6.3m
3.9m	3.5m	3.8m	3.7m	3.8m	3.6m	3.8m	3.7m
2.7m	2.6m	2.7m	2.6m	2.6m	2.6m	2.7m	2.6m
40.87%	41.94%	41.45%	41.39%	40.79%	42.00%	41.48%	41.39%

Q2		Q3			Q4		
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
17.1m	15.9m	2.1m	7.8m	9.9m	14.9m	16.1m	16.5m
10.7m	9.9m	1.3m	4.8m	6.2m	9.3m	10.2m	10.5m
6.5m	6.0m	0.8m	2.9m	3.7m	5.5m	5.9m	6.1m
37.75%	37.74%	36.68%	37.73%	37.49%	37.27%	36.68%	36.79%

Q2		Q3			Q4		
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
44.8m	41.8m	44.0m	43.5m	44.4m	41.5m	44.0m	43.0m
28.4m	26.5m	28.0m	27.7m	28.1m	26.4m	28.0m	27.4m
16.4m	15.3m	16.0m	15.8m	16.3m	15.1m	16.0m	15.6m
36.68%	36.53%	36.37%	36.33%	36.63%	36.45%	36.37%	36.26%



161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%
162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%