

**FILTERS**

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

**P & L****By Fiscal Month**

All values are in USD

Note: Do not modify the pivot table

| Metric       | Quarter Q1 |        | Q2     |        | Q3     |        | Q4     |        |        |        |        |        |
|--------------|------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
|              | Sep        | Oct    | Nov    | Dec    | Jan    | Feb    | Mar    | Apr    | May    | Jun    | Jul    | Aug    |
| NetSales     | 6.5M       | 8.0M   | 10.7M  | 11.4M  | 6.5M   | 6.1M   | 6.4M   | 6.3M   | 6.5M   | 6.2M   | 6.5M   | 6.3M   |
| 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   |
| 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   |
| 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% |

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| Metric       | Quarter Q1 |        | Q2     |        | Q3     |        | Q4     |        |        |        |        |        |
|--------------|------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
|              | Sep        | Oct    | Nov    | Dec    | Jan    | Feb    | Mar    | Apr    | May    | Jun    | Jul    | Aug    |
| NetSales     | 17.1M      | 20.6M  | 28.7M  | 29.9M  | 17.1M  | 15.9M  | 2.1M   | 7.8M   | 9.9M   | 14.9M  | 16.1M  | 16.5M  |
| 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  |
| 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   |
| 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% |



market All  
region All  
customer All  
division All  
FY 2021

### P & L

### By Fiscal Month

All values are in USD

| Metric       | Quarter Q1 |        | Q2     |        | Q3     |        | Q4     |        |        |        |        |        |
|--------------|------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
|              | Sep        | Oct    | Nov    | Dec    | Jan    | Feb    | Mar    | Apr    | May    | Jun    | Jul    | Aug    |
| NetSales     | 44.8M      | 54.6M  | 74.3M  | 78.1M  | 44.8M  | 41.8M  | 44.0M  | 43.5M  | 44.4M  | 41.5M  | 44.0M  | 43.0M  |
| 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  |
| 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  |
| 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% |

### Net Sales

### Comparison

|                 |      |      |      |      |      |      |       |      |      |      |      |      |
|-----------------|------|------|------|------|------|------|-------|------|------|------|------|------|
| <b>21 vs 20</b> | 162% | 165% | 159% | 161% | 161% | 162% | 1982% | 461% | 347% | 179% | 174% | 160% |
| <b>20 vs 19</b> | 165% | 157% | 167% | 161% | 163% | 162% | -67%  | 23%  | 53%  | 141% | 148% | 162% |