



region All
market All
division All
customer All
FY **2019**

P & L By Fiscal Years

All values in USD

Note: 21 Vs 20 is not part of pivot table

Metrics	Quarter Q1		Q2		Q3			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M
GM%	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%	41.45%	41.39%

region All
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customer All
FY **2020**

P & L By Fiscal Years

All values in USD

Note: 21 Vs 20 is not part of pivot table

Metrics	Quarter Q1		Q2		Q3			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M
GM%	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%	36.68%	37.73%

region All
market All
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customer All
FY **2021**

P & L By Fiscal Years

All values in USD

Note: 21 Vs 20 is not part of pivot table

Metrics	Quarter Q1		Q2		Q3			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M
GM%	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%	36.37%	36.33%



Net Sales
Comparison

21 Vs 20	162.06%	164.68%	159.10%	161.05%	161.40%	162.49%	1981.59%	461.21%
20 Vs 19	164.63%	156.58%	167.27%	161.45%	162.75%	162.02%	-67.07%	22.73%



















































































Q3	Q4			Grand Total
May	Jun	Jul	Aug	
6.5M	6.2M	6.5M	6.3M	87.5M
3.8M	3.6M	3.8M	3.7M	51.2M
2.6M	2.6M	2.7M	2.6M	36.2M
40.79%	42.00%	41.48%	41.39%	41.43%

Q3	Q4			Grand Total
May	Jun	Jul	Aug	
9.9M	14.9M	16.1M	16.5M	196.7M
6.2M	9.3M	10.2M	10.5M	123.4M
3.7M	5.5M	5.9M	6.1M	73.3M
37.49%	37.27%	36.68%	36.79%	37.28%

Q3	Q4			Grand Total
May	Jun	Jul	Aug	
44.4M	41.5M	44.0M	43.0M	598.9M
28.1M	26.4M	28.0M	27.4M	380.7M
16.3M	15.1M	16.0M	15.6M	218.2M
36.63%	36.45%	36.37%	36.26%	36.43%



347.02%	178.64%	173.93%	160.31%	204.48%
53.05%	140.65%	148.00%	162.03%	124.85%