

FILTERS

region All

market All

customer All

division All

FY **2019****P & L****By Months(according Fiscal Year)**

All values in USD

Metrics	Quarters							
	Q1			Q2			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	

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FY **2020****P & L****By Months(according Fiscal Year)**

All values in USD

Metrics	Quarters							
	Q1			Q2			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	

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FY **2021****P & L****By Months(according Fiscal Year)**

All values in USD

Metrics	Quarters							
	Q1			Q2			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	



**Net Sales
Comparison**

21 vs 20	262.1%	264.7%	259.1%	261.0%	261.4%	262.5%	2081.6%
20 vs 19	264.6%	256.6%	267.3%	261.5%	262.8%	262.0%	32.9%





































Q3	Q4				Grand Total
Apr	May	Jun	Jul	Aug	
6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

Q3	Q4				Grand Total
Apr	May	Jun	Jul	Aug	
7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

Q3	Q4				Grand Total
Apr	May	Jun	Jul	Aug	
43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
36.3%	36.6%	36.4%	36.4%	36.3%	36.4%



561.2%	447.0%	278.6%	273.9%	260.3%	204.5%
122.7%	153.1%	240.7%	248.0%	262.0%	124.8%