



region All
customer All
market All
division All
FY 2019

P & L
By Fiscal Months
All Values in USD

Quarters													
Metrics	Q1	Q2					Q3			Q4			Grand Total
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
Net Sales	6.5m	8.0m	10.7m	11.4m	6.5m	6.1m	6.4m	6.3m	6.5m	6.2m	6.5m	6.3m	87.5m
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	51.2m
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	36.2m
GM%	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

region All
customer All
market All
division All
FY 2020

P & L
By Fiscal Months
All Values in USD

Metrics	Quarters													Grand Total
	Q1	Q2			Q3			Q4						
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug			
Net Sales	17.1m	20.6m	28.7m	29.9m	17.1m	15.9m	2.1m	7.8m	9.9m	14.9m	16.1m	16.5m	196.7m	
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	123.4m	
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	73.3m	
GM%	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%	

region All
customer All
market All
division All
FY 2021

P & L
By Fiscal Months
All Values in USD

Metrics	Quarters												Grand Total
	Q1	Q2			Q3			Q4					
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
Net Sales	44.8m	54.6m	74.3m	78.1m	44.8m	41.8m	44.0m	43.5m	44.4m	41.5m	44.0m	43.0m	598.9m
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	380.7m
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	218.2m
GM%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

Net Sales
Comparison

21 vs 20	262.1%	264.7%	259.1%	261.0%	261.4%	262.5%	2081.6%	561.2%	447.0%	278.6%	273.9%	260.3%	304.5%
20 vs 19	264.6%	256.6%	267.3%	261.5%	262.8%	262.0%	32.9%	122.7%	153.1%	240.7%	248.0%	262.0%	224.8%