

FILTERS

region All
market All
division All
FY 2019

Profit and Loss

By Fisical Year(2019)

All Values are in USD

Values	Fisical Quarter											
	Q1			Q2			Q3			Q4		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
NetSales	\$ 6.46 M	\$ 8.04 M	\$ 10.74 M	\$ 11.44 M	\$ 6.52 M	\$ 6.08 M	\$ 6.41 M	\$ 6.32 M	\$ 6.49 M	\$ 6.18 M	\$ 6.48 M	\$ 6.31 M
COGS	\$ 3.82 M	\$ 4.66 M	\$ 6.28 M	\$ 6.70 M	\$ 3.86 M	\$ 3.53 M	\$ 3.75 M	\$ 3.71 M	\$ 3.84 M	\$ 3.59 M	\$ 3.79 M	\$ 3.70 M
GrossMargin	\$ 2.64 M	\$ 3.37 M	\$ 4.45 M	\$ 4.73 M	\$ 2.67 M	\$ 2.55 M	\$ 2.66 M	\$ 2.62 M	\$ 2.65 M	\$ 2.60 M	\$ 2.69 M	\$ 2.61 M
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%

FILTERS

region All
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division All
FY 2020

Profit and Loss

By Fisical Year(2020)

All Values are in USD

Values	Fis Qtrr											
	Q1			Q2			Q3			Q4		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
NetSales	\$ 17.10 M	\$ 20.63 M	\$ 28.69 M	\$ 29.90 M	\$ 17.13 M	\$ 15.93 M	\$ 2.11 M	\$ 7.76 M	\$ 9.93 M	\$ 14.88 M	\$ 16.08 M	\$ 16.54 M
COGS	\$ 10.64 M	\$ 12.83 M	\$ 18.07 M	\$ 18.89 M	\$ 10.67 M	\$ 9.92 M	\$ 1.34 M	\$ 4.83 M	\$ 6.21 M	\$ 9.34 M	\$ 10.18 M	\$ 10.45 M
GrossMargin	\$ 6.46 M	\$ 7.79 M	\$ 10.63 M	\$ 11.01 M	\$ 6.47 M	\$ 6.01 M	\$ 0.77 M	\$ 2.93 M	\$ 3.72 M	\$ 5.55 M	\$ 5.90 M	\$ 6.08 M
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%

FILTERS

region All
market All
division All
FY 2021

Profit and Loss

By Fisical Year(2021)

All Values are in USD

Values	Fis Qtrr											
	Q1			Q2			Q3			Q4		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
NetSales	\$ 44.82 M	\$ 54.59 M	\$ 74.34 M	\$ 78.06 M	\$ 44.79 M	\$ 41.82 M	\$ 43.95 M	\$ 43.54 M	\$ 44.40 M	\$ 41.47 M	\$ 44.05 M	\$ 43.05 M
COGS	\$ 28.39 M	\$ 34.65 M	\$ 47.36 M	\$ 49.76 M	\$ 28.36 M	\$ 26.54 M	\$ 27.97 M	\$ 27.72 M	\$ 28.13 M	\$ 26.35 M	\$ 28.03 M	\$ 27.44 M
GrossMargin	\$ 16.43 M	\$ 19.94 M	\$ 26.98 M	\$ 28.30 M	\$ 16.43 M	\$ 15.28 M	\$ 15.98 M	\$ 15.82 M	\$ 16.27 M	\$ 15.11 M	\$ 16.02 M	\$ 15.61 M
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%

Fis Qtrr

NetSales Com	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
21vs20 %	262.06%	264.68%	259.10%	261.05%	261.40%	262.49%	2081.59%	561.21%	447.02%	278.64%	273.93%	260.31%
20vs19 %	264.63%	256.58%	267.27%	261.45%	262.75%	262.02%	32.93%	122.73%	153.05%	240.65%	248.00%	262.03%