



## Filters

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

**P & L**  
**By Fiscal Years**  
All Values In USD

	Quarter															Grand Total
Metrics	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	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  
market All  
division All  
customer All  
FY **2020**

**P & L**  
**By Fiscal Years**  
All Values In USD

	Quarter Q1			Q2			Q3			Q4			Grand Total
Metrics	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	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  
market All  
division All  
customer All  
FY **2021**

**P & L**  
**By Fiscal Years**  
All Values In USD

	Quarter Q1			Q2		Q3		Q4			Grand Total		
Metrics	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	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

<b>21 vs 20</b>	162,1%	164,7%	159,1%	161,0%	161,4%	162,5%	1981,6%	461,2%	347,0%	178,6%	173,9%	160,3%	204,5%
<b>20 vs 19</b>	166,7%	170,0%	162,2%	163,3%	165,9%	167,6%	1991,9%	473,8%	353,1%	182,3%	175,3%	162,5%	208,6%