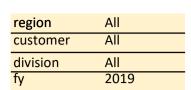
## **Customers Net Sales Perforamces**





## **ALL Values In USD**

		Q3			Q4							
Values	Q1 Nov	Oct	Sep	Q2 Dec	Feb	Jan	Apr	Mar	May	Aug	Jul	Jun
net_sales	10.7N	8.0M	6.5M	11.4M	6.1M	6.5M	6.3M	6.4M	6.5M	6.3M	6.5M	6.2M
cogs	6.3N	4.7M	3.8M	6.7M	3.5M	3.9M	3.7M	3.8M	3.8M	3.7M	3.8M	3.6M
gross margin	4.5N	3.4M	2.6M	4.7M	2.6M	2.7M	2.6M	2.7M	2.6M	2.6M	2.7M	2.6M
GM %	41.49%	41.97%	40.87%	41.39%	41.94%	40.87%	41.39%	41.45%	40.79%	41.39%	41.48%	42.00%

region	All
customer	All
division	All
fy	2020

Quarters													
Q1				Q2			Q3			Q4			
Values	Nov		Oct	Sep	Dec	Feb	Jan	Apr	Mar	May	Aug	Jul	Jun
net_sales		28.7M	20.6M	17.1M	29.9M	15.9M	17.1M	7.8M	2.1M	9.9M	16.5M	16.1M	14.9M
cogs		18.1M	12.8M	10.6M	18.9M	9.9M	10.7M	4.8M	1.3M	6.2M	10.5M	10.2M	9.3M
gross margin		10.6M	7.8M	6.5M	11.0M	6.0M	6.5M	2.9M	0.8M	3.7M	6.1M	5.9M	5.5M
GM %	3	37.04%	37.78%	37.77%	36.81%	37.74%	37.75%	37.73%	36.68%	37.49%	36.79%	36.68%	37.27%

region	All
	• "
customer	All
division	All
fy	2021

	Quarters											
	Q2			Q3			Q4					
Values	Nov	Oct	Sep	Dec	Feb	Jan	Apr	Mar	May	Aug	Jul	Jun
net_sales	74.3M	54.6M	44.8M	78.1M	41.8M	44.8M	43.5M	44.0M	44.4M	43.0M	44.0M	41.5M
cogs	47.4M	34.7M	28.4M	49.8M	26.5M	28.4M	27.7M	28.0M	28.1M	27.4M	28.0M	26.4M
gross margin	27.0M	19.9M	16.4M	28.3M	15.3M	16.4M	15.8M	16.0M	16.3M	15.6M	16.0M	15.1M
GM %	36.29%	36.52%	36.65%	36.26%	36.53%	36.68%	36.33%	36.37%	36.63%	36.26%	36.37%	36.45%

## Net Sales Comparision with actual growth

21 vs 20	159%	165%	162%	161%	162%	161%	461%	1982%	347%	160%	174%	179%
20 vs 19	167%	157%	165%	161%	162%	163%	23%	-67%	53%	162%	148%	141%