

## Customers Net Sales Performances



### P & L BY Monthly

ALL Values In USD

region	All
customer	All
division	All
fy	2019

Values	Quarters											
	Q1			Q2			Q3			Q4		
	Nov	Oct	Sep	Dec	Feb	Jan	Apr	Mar	May	Aug	Jul	Jun
net_sales	10.7M	8.0M	6.5M	11.4M	6.1M	6.5M	6.3M	6.4M	6.5M	6.3M	6.5M	6.2M
cogs	6.3M	4.7M	3.8M	6.7M	3.5M	3.9M	3.7M	3.8M	3.8M	3.7M	3.8M	3.6M
gross margin	4.5M	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

Values	Quarters											
	Q1			Q2			Q3			Q4		
	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 %	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

Values	Quarters											
	Q1			Q2			Q3			Q4		
	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%