

**FILTERS**

region	All
market	All
division	All
customer	All
FY	2019

P & L**By Fiscal Months**

Do not modify the pivot table

	Quarters				
	Q1			Q2	
Metrics	Sep	Oct	Nov	Dec	Jan
Net Sales	\$6.5 M	\$8. M	\$10.7 M	\$11.4 M	\$6.5 M
COGS	\$3.8 M	\$4.7 M	\$6.3 M	\$6.7 M	\$3.9 M
Growth Margin	\$2.6 M	\$3.4 M	\$4.5 M	\$4.7 M	\$2.7 M
GM %	40.9%	42.0%	41.5%	41.4%	40.9%

region	All
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customer	All
FY	2020

P & L**By Fiscal Months**

Metrics	Quarters				
	Q1			Q2	
	Sep	Oct	Nov	Dec	Jan
Net Sales	\$17.1 M	\$20.6 M	\$28.7 M	\$29.9 M	\$17.1 M
COGS	\$10.6 M	\$12.8 M	\$18.1 M	\$18.9 M	\$10.7 M
Growth Margin	\$6.5 M	\$7.8 M	\$10.6 M	\$11. M	\$6.5 M
GM %	37.8%	37.8%	37.0%	36.8%	37.8%

region	All
market	All
division	All
customer	All
FY	2021

P & L**By Fiscal Months**

Metrics	Quarters				
	Q1		Q2		
	Sep	Oct	Nov	Dec	Jan
Net Sales	\$44.8 M	\$54.6 M	\$74.3 M	\$78.1 M	\$44.8 M
COGS	\$28.4 M	\$34.7 M	\$47.4 M	\$49.8 M	\$28.4 M
Growth Margin	\$16.4 M	\$19.9 M	\$27. M	\$28.3 M	\$16.4 M
GM %	36.7%	36.5%	36.3%	36.3%	36.7%



Net Sale comparison*	Sep	Oct	Nov	Dec	Jan
21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%

*In growth terms

Q2	Q3	Q4				
Feb	Mar	Apr	May	Jun	Jul	Aug
\$6.1 M	\$6.4 M	\$6.3 M	\$6.5 M	\$6.2 M	\$6.5 M	\$6.3 M
\$3.5 M	\$3.8 M	\$3.7 M	\$3.8 M	\$3.6 M	\$3.8 M	\$3.7 M
\$2.6 M	\$2.7 M	\$2.6 M	\$2.6 M	\$2.6 M	\$2.7 M	\$2.6 M
41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%

Q2	Q3	Q4				
Feb	Mar	Apr	May	Jun	Jul	Aug
\$15.9 M	\$2.1 M	\$7.8 M	\$9.9 M	\$14.9 M	\$16.1 M	\$16.5 M
\$9.9 M	\$1.3 M	\$4.8 M	\$6.2 M	\$9.3 M	\$10.2 M	\$10.5 M
\$6. M	\$.8 M	\$2.9 M	\$3.7 M	\$5.5 M	\$5.9 M	\$6.1 M
37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%

Q2	Q3	Q4				
Feb	Mar	Apr	May	Jun	Jul	Aug
\$41.8 M	\$44. M	\$43.5 M	\$44.4 M	\$41.5 M	\$44. M	\$43. M
\$26.5 M	\$28. M	\$27.7 M	\$28.1 M	\$26.4 M	\$28. M	\$27.4 M
\$15.3 M	\$16. M	\$15.8 M	\$16.3 M	\$15.1 M	\$16. M	\$15.6 M
36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%



Feb	Mar	Apr	May	Jun	Jul	Aug
162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%
162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%



