

**FILTERS**

region All
market All
customer All
division All

FY **2019**

P & L**By Fiscal Months**

All values in USD

Note: Do not modify the pivot table

Metrics	Fiscal Years		Q1		Q2			
			Q1		Q2			
	Sep	Oct	Nov	Dec	Jan	Feb		
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M		
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M		
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M		
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%		

region All
market All
customer All
division All

FY **2020**

P & L**By Fiscal Months**

All values in USD

Note: 21 vs 20 is not part of pivot table

Metrics	Fiscal Years		Q1		Q2			
			Q1		Q2			
	Sep	Oct	Nov	Dec	Jan	Feb		
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M		
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M		
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M		
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%		

region All
market All
customer All
division All

FY **2021**

P & L**By Fiscal Months**

All values in USD

Note: 21 vs 20 is not part of pivot table

Metrics	Fiscal Years		Q1		Q2			
			Q1		Q2			
	Sep	Oct	Nov	Dec	Jan	Feb		
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M		
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M		
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M		
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%		



Sales Net
Comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%