



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

P & L
by Fiscal Year

All values are in USD

Note: Do not modify p

Metric	Quarters						
	Q1		Q2			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M
Gross Margin %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%

region All
 market All
 division All
 customer All
 FY **2020**

P & L
by Fiscal Year

All values are in USD

Metric	Quarters						
	Q1		Q2			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M
Gross Margin %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%

region All
 market All
 division All
 customer All
 FY **2021**

P & L
by Fiscal Year

All values are in USD

Metric	Quarters						
	Q1		Q2			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M
Gross Margin %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%



Net Sales
Comparision

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%















































ivot table

Q3		Q4			Grand Total	
Apr	May	Jun	Jul	Aug		
6.3M	6.5M	6.2M	6.5M	6.3M		87.5M
3.7M	3.8M	3.6M	3.8M	3.7M		51.2M
2.6M	2.6M	2.6M	2.7M	2.6M		36.2M
41.4%	40.8%	42.0%	41.5%	41.4%		41.4%

Q3		Q4			Grand Total	
Apr	May	Jun	Jul	Aug		
7.8M	9.9M	14.9M	16.1M	16.5M		196.7M
4.8M	6.2M	9.3M	10.2M	10.5M		123.4M
2.9M	3.7M	5.5M	5.9M	6.1M		73.3M
37.7%	37.5%	37.3%	36.7%	36.8%		37.3%

Q3		Q4			Grand Total	
Apr	May	Jun	Jul	Aug		
43.5M	44.4M	41.5M	44.0M	43.0M		598.9M
27.7M	28.1M	26.4M	28.0M	27.4M		380.7M
15.8M	16.3M	15.1M	16.0M	15.6M		218.2M
36.3%	36.6%	36.4%	36.4%	36.3%		36.4%



461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
22.7%	53.1%	140.7%	148.0%	162.0%	124.8%