



FILTER

market All  
division All  
region All  
customer All

FY 2019

P & L  
by Month Report

(All values in \$USD)

Note: Please do not modify this report

Metrics	Quarter Q1			Q2			Q3			Q4			Grand Total
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	6.5 M	8.0 M	10.7 M	11.4 M	6.5 M	6.1 M	6.4 M	6.3 M	6.5 M	6.2 M	6.5 M	6.3 M	87.5 M
COGS	3.8 M	4.7 M	6.3 M	6.7 M	3.9 M	3.5 M	3.8 M	3.7 M	3.8 M	3.6 M	3.8 M	3.7 M	51.2 M
Gross Margins	2.6 M	3.4 M	4.5 M	4.7 M	2.7 M	2.6 M	2.7 M	2.6 M	2.6 M	2.6 M	2.7 M	2.6 M	36.2 M
Gm %	41%	42%	41%	41%	41%	42%	41%	41%	41%	42%	41%	41%	41.4%

market All  
division All  
region All  
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FY 2020

P & L  
by FISCAL Year

(All values in \$USD), 2021 vs 2020 is not a part of pivot table

Metrics	Quarter Q1			Q2			Q3			Q4			Grand Total
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	17.1 M	####	28.7 M	29.9 M	17.1 M	15.9 M	2.1 M	7.8 M	9.9 M	14.9 M	16.1 M	16.5 M	196.7 M
COGS	10.6 M	####	18.1 M	18.9 M	10.7 M	9.9 M	1.3 M	4.8 M	6.2 M	9.3 M	10.2 M	10.5 M	123.4 M
Gross Margins	6.5 M	7.8 M	10.6 M	11.0 M	6.5 M	6.0 M	0.8 M	2.9 M	3.7 M	5.5 M	5.9 M	6.1 M	73.3 M
Gm %	38%	38%	37%	37%	38%	38%	37%	38%	37%	37%	37%	37%	37.3%

market All  
division All  
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FY 2021

P & L  
by FISCAL Year

(All values in \$USD), 2021 vs 2020 is not a part of pivot table

Metrics	Quarter Q1			Q2			Q3			Q4			Grand Total
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	44.8 M	####	74.3 M	78.1 M	44.8 M	41.8 M	44.0 M	43.5 M	44.4 M	41.5 M	44.0 M	43.0 M	598.9 M
COGS	28.4 M	####	47.4 M	49.8 M	28.4 M	26.5 M	28.0 M	27.7 M	28.1 M	26.4 M	28.0 M	27.4 M	380.7 M
Gross Margins	16.4 M	####	27.0 M	28.3 M	16.4 M	15.3 M	16.0 M	15.8 M	16.3 M	15.1 M	16.0 M	15.6 M	218.2 M
Gm %	37%	37%	36%	36%	37%	37%	36%	36%	37%	36%	36%	36%	36.4%

Net Sales  
Comparison

2021 vs 2020	162%	165%	159%	161%	161%	162%	1982%	461%	347%	179%	174%	160%	304.5%
2020 vs 2019	165%	157%	167%	161%	163%	162%	-67%	23%	53%	141%	148%	162%	224.8%

