

**FILTERS**

region	All
market	All
division	All
customer	All
FY	2019

**P & L****By Fiscal Year**

All values are in USD

Metrics	Quarters			
	Q1		Q2	
	Sep	Oct	Nov	Dec
Net Sales	6.5M	8.0M	10.7M	11.4M
COGS	3.8M	4.7M	6.3M	6.7M
Gross Margin	2.6M	3.4M	4.5M	4.7M
GM %	40.9%	42.0%	41.5%	41.4%

region	All
market	All
division	All
customer	All
FY	2020

**P & L****By Fiscal Year**

All values are in USD

Metrics	Quarters			
	Q1		Q2	
	Sep	Oct	Nov	Dec
Net Sales	17.1M	20.6M	28.7M	29.9M
COGS	10.6M	12.8M	18.1M	18.9M
Gross Margin	6.5M	7.8M	10.6M	11.0M
GM %	37.8%	37.8%	37.0%	36.8%

region	All
market	All
division	All
customer	All
FY	2021

**P & L****By Fiscal Year**

All values are in USD

Metrics	Quarters			
	Q1		Q2	
	Sep	Oct	Nov	Dec
Net Sales	44.8M	54.6M	74.3M	78.1M
COGS	28.4M	34.7M	47.4M	49.8M
Gross Margin	16.4M	19.9M	27.0M	28.3M
GM %	36.7%	36.5%	36.3%	36.3%



Net Sales  
Comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%
20 vs 19	164.6%	156.6%	167.3%	161.5%

Note: Do not modify the pivot table

Q2		Q3			Q4			Grand To	
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
	6.5M	6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
	3.9M	3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
	2.7M	2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

Q2	Q3			Q4			Grand To		
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
	17.1M	15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
	10.7M	9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
	6.5M	6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

Q2	Q3			Q4			Grand To		
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
	44.8M	41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
	28.4M	26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
	16.4M	15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%



161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%

