

#### **FILTERS**

region All market All customer All division All

P & L By Fiscal Years

All values in USD

Note: 21 vs 20 is not part of pivot table

Fiscal Years

Metrics	2019	2020	2021	21 vs 20
Net Sales	87.5M	196.7M	598.9M	204.5%
COGS	51.2M	123.4M	380.7M	208.6%
Gross Margin	36.2M	73.3M	218.2M	197.6%
GM %	41.4%	37.3%	36.4%	-2.3%







#### **FILTERS**

region All
market All
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customer All
FY 2019

P&L

By Fiscal Months
All values in USD

Quarters

Q1 Q2 Nov **Metrics** Oct Dec Sep Jan **Net Sales** 6.5M 8.0M 10.7M 11.4M 6.5M COGS 3.8M 4.7M 6.3M 6.7M 3.9M **Gross Margin** 2.6M 2.7M 3.4M 4.5M 4.7M  $\mathsf{GM}\ \%$ 40.9% 42.0% 41.4% 40.9% 41.5%



Q2		Q3		Q4				<b>Grand Total</b>
Feb	)	Mar	Apr	May	Jun	Jul	Aug	
	6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
	3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
	2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%