



## FILTERS

region All  
market All  
division All  
customer All  
FY 2019

## P &amp; L

By Fiscal Months

All values in USD

NOTE: Do not modify the pivot table

	Quarters												
Metrics	Q1		Q2				Q4				Grand Total		
	Sep	Oct	Nov	Dec	Jan	Feb	Apr	May	Jun	Jul		Aug	
Net Sales		6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
COGS		3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
Gross Margin		2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
GM %		40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

region All  
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FY 2020

## P &amp; L

By Fiscal Months

All values in USD

Metrics	Quarters												Grand Total
	Q1				Q2				Q4				
	Sep	Oct	Nov	Dec	Jan	Feb	Apr	May	Jun	Jul	Aug		
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M	
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M	
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M	
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%	

region All  
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FY 2021

## P &amp; L

By Fiscal Months

All values in USD

Metrics	Quarters												Grand Total
	Q1				Q2				Q4				
	Sep	Oct	Nov	Dec	Jan	Feb	Apr	May	Jun	Jul	Aug		
Net Sales		44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
COGS		28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
Gross Margin		16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
GM %		36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

## Net Sales comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%