

FILTERS

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

P & L

By Fiscal Months

All values are in USD

Metrics	Quarters			
	Q1		Q2	
	Jan	Feb	Mar	Apr
Net Sales	6.5M	6.1M	6.4M	6.3M
COGS	3.9M	3.5M	3.8M	3.7M
Gross Margin	2.7M	2.6M	2.7M	2.6M
GM %	40.9%	41.9%	41.5%	41.4%

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FY **2020**

Metrics	Quarters			
	Q1		Q2	
	Jan	Feb	Mar	Apr
Net Sales	17.1M	15.9M	2.1M	7.8M
COGS	10.7M	9.9M	1.3M	4.8M
Gross Margin	6.5M	6.0M	0.8M	2.9M
GM %	37.8%	37.7%	36.7%	37.7%

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FY **2021**

Metrics	Quarters			
	Q1		Q2	
	Jan	Feb	Mar	Apr
Net Sales	44.8M	41.8M	44.0M	43.5M
COGS	28.4M	26.5M	28.0M	27.7M
Gross Margin	16.4M	15.3M	16.0M	15.8M
GM %	36.7%	36.5%	36.4%	36.3%



**Net Sales
Comparison**

21 vs 20	161.4%	162.5%	1981.6%	461.2%
20 vs 19	162.8%	162.0%	-67.1%	22.7%

Note: Do not modify the Pivot table

Q2	Q3				Q4	
May	Jun	Jul	Aug	Sep	Oct	
6.5M	6.2M	6.5M	6.3M	6.5M	8.0M	
3.8M	3.6M	3.8M	3.7M	3.8M	4.7M	
2.6M	2.6M	2.7M	2.6M	2.6M	3.4M	
40.8%	42.0%	41.5%	41.4%	40.9%	42.0%	

Q2	Q3				Q4	
May	Jun	Jul	Aug	Sep	Oct	
9.9M	14.9M	16.1M	16.5M	17.1M	20.6M	
6.2M	9.3M	10.2M	10.5M	10.6M	12.8M	
3.7M	5.5M	5.9M	6.1M	6.5M	7.8M	
37.5%	37.3%	36.7%	36.8%	37.8%	37.8%	

Q2		Q3			Q4	
May	Jun	Jul	Aug	Sep	Oct	
44.4M	41.5M	44.0M	43.0M	44.8M	54.6M	
28.1M	26.4M	28.0M	27.4M	28.4M	34.7M	
16.3M	15.1M	16.0M	15.6M	16.4M	19.9M	
36.6%	36.4%	36.4%	36.3%	36.7%	36.5%	



347.0%	178.6%	173.9%	160.3%	162.1%	164.7%
53.1%	140.7%	148.0%	162.0%	164.6%	156.6%



Q4		Grand Total
Nov	Dec	
10.7M	11.4M	87.5M
6.3M	6.7M	51.2M
4.5M	4.7M	36.2M
41.5%	41.4%	41.4%

Q4		Grand Total
Nov	Dec	
28.7M	29.9M	196.7M
18.1M	18.9M	123.4M
10.6M	11.0M	73.3M
37.0%	36.8%	37.3%

Q4		Grand Total
Nov	Dec	
74.3M	78.1M	598.9M
47.4M	49.8M	380.7M
27.0M	28.3M	218.2M
36.3%	36.3%	36.4%



159.1%	161.0%
167.3%	161.5%

204.5%
124.8%