



FILTERS	
region	All
market	All
division	All
customer	All
FY	All

**P & L**  
**By Fiscal Months**  
All values are in USD  
Note: Do not modify the pivot table

Metrics	Quarters												Grand Total
	Q1				Q2		Q3			Q4			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	68.4M	83.3M	113.8M	119.4M	68.4M	63.8M	52.5M	57.6M	60.8M	62.5M	66.6M	65.9M	883.0M
COGS	42.9M	52.2M	71.7M	75.4M	42.9M	40.0M	33.1M	36.3M	38.2M	39.3M	42.0M	41.6M	555.3M
Gross Margin	25.5M	31.1M	42.1M	44.0M	25.6M	23.8M	19.4M	21.4M	22.6M	23.3M	24.6M	24.3M	327.7M
GM %	37.3%	37.4%	37.0%	36.9%	37.3%	37.3%	37.0%	37.1%	37.2%	37.2%	36.9%	36.9%	37.1%

FILTERS	
region	All
market	All
division	All
customer	All
FY	2019

**P & L**  
**By Fiscal Years**  
All values in USD  
Note: Do not modify the pivot table

Metrics	Quarters				Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Grand Total
	Q1	Q2	Q3	Q4									
	Sep	Oct	Nov	Dec									
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	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	3.8M	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	2.7M	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%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

FILTERS	
region	All
market	All
division	All
customer	All
FY	2020

**P & L**  
**By Fiscal Years**  
All values in USD  
Note: Do not modify the pivot table

Metrics	Quarters												Grand Total
	Q1			Q2			Q3			Q4			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	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	1.3M	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	0.8M	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%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

FILTERS	
region	All
market	All
division	All
customer	All
FY	2021

**P & L**  
**By Fiscal Years**  
All values in USD  
Note: 21 vs 20 is not part of pivot table

Metrics	Quarters				Grand Total								
	Q1	Q2				Q3	Q4						
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	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	28.0M	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	16.0M	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%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

Net Sales Comparison													
21 vs 20	262.1%	264.7%	259.1%	261.0%	261.4%	262.5%	2081.6%	561.2%	447.0%	278.6%	273.9%	260.3%	304.5%
20 vs 19	264.6%	256.6%	267.3%	261.5%	262.8%	262.0%	32.9%	122.7%	153.1%	240.7%	248.0%	262.0%	224.8%