

**Filters**

region All
 market All
 customer All
 division All
 FY 2019

P & L**By Month**

All values in USD

Note: Do not modify pivot table

Fiscal Year								
Metrics	Q1			Q2			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M
COGS	4M	5M	6M	7M	4M	4M	4M	4M
Gross Margir	3M	3M	4M	5M	3M	3M	3M	3M
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%

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 FY 2020

P & L**By Month**

All values in USD

Fiscal Year								
Metrics	Q1			Q2			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M
COGS	11M	13M	18M	19M	11M	10M	1M	5M
Gross Margir	6M	8M	11M	11M	6M	6M	1M	3M
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%

region All
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 FY 2021

P & L**By Month**

All values in USD

Fiscal Year								
Metrics	Q1			Q2			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M
COGS	28M	35M	47M	50M	28M	27M	28M	28M
Gross Margir	16M	20M	27M	28M	16M	15M	16M	16M
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%



Net Sales
Comparison
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21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%