

**FILTERS**

region	All
division	All
market	All
customer	All
FS year	2019

P&L For 2019**By Fiscal Months**

Values are in USD

Metrics	Quarters						Q3	Q4	GrandTotal
	Q1		Q2						
	Sep	Oct	Nov	Dec	Jan	Feb			
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	19.2M	19.0M	87.5M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	11.3M	11.1M	51.2M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	7.9M	7.9M	36.2M
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.2%	41.6%	41.4%

region	All
division	All
market	All
customer	All
FS year	2020

P&L For 2020**By Fiscal Months**

Values are in USD

Matrics	Quarters						Grand Total		
	Q1			Q2	Q3	Q4			
	Sep	Oct	Nov			Jun	Jul	Aug	
Net Sales	17.1M	20.6M	28.7M	63.0M	19.8M	14.9M	16.1M	16.5M	196.7M
COGS	10.6M	12.8M	18.1M	39.5M	12.4M	9.3M	10.2M	10.5M	123.4M
Gross Margin	6.5M	7.8M	10.6M	23.5M	7.4M	5.5M	5.9M	6.1M	73.3M
GM %	37.8%	37.8%	37.0%	37.3%	37.5%	37.3%	36.7%	36.8%	37.3%

region	All
division	All
market	All
customer	All
FS year	2021

P&L For 2021**By Fiscal Months**

Values are in USD

Matrics	Quarters						Grand Total		
	Q1	Q2	Q3	Q4					
			Mar	Apr	May	Jun	Jul	Aug	
Net Sales	173.8M	164.7M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
COGS	110.4M	104.7M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
Gross Margin	63.3M	60.0M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
GM %	36.5%	36.4%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%



Net Sales
Comparsion

21 vs 20	916.0%	698.4%	53.2%	-30.9%	124.2%	178.6%	173.9%	160.3%	204.5%	173.9%
20 vs 19	164.6%	156.6%	167.3%	450.6%	203.7%	144.8%	-16.4%	-12.9%	124.8%	148.0%