



## FILTERS

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

## P & L

### By Fiscal Months

All values in USD

Note: Do not modify pivot table

| Metrics      | Quarter Q1 |       |       |       | Quarter Q2 |       |       |       | Quarter Q3 |       |       |       | Quarter Q4 |  |  |  | Grand Total |
|--------------|------------|-------|-------|-------|------------|-------|-------|-------|------------|-------|-------|-------|------------|--|--|--|-------------|
|              | Sep        | Oct   | Nov   | Dec   | Jan        | Feb   | Mar   | Apr   | May        | Jun   | Jul   | Aug   |            |  |  |  |             |
|              |            |       |       |       |            |       |       |       |            |       |       |       |            |  |  |  |             |
| 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%      |  |  |  |             |

region All  
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FY **2020**

## P & L

### By Fiscal Months

All values in USD

Note: 21 vs 20 is not part of pivot table

| Metrics      | Quarter |       |       |       |       |       |       |       |       |       |       |       | 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%       |

region All  
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FY **2021**

## P & L

### By Fiscal Months

All values in USD

Note: 21 vs 20 is not part of pivot table

| Quarter      |       |       |       |       |       |       |       |       |       |       |       |       |             | Note: All US is not part of prior table |
|--------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------|-----------------------------------------|
| Metrics      | Q1    |       |       | Q2    |       |       | Q3    |       |       | Q4    |       |       | Grand Total |                                         |
|              | 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 | 162.1% | 164.7% | 159.1% | 161.0% | 161.4% | 162.5% | 1981.6% | 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% | -67.1%  | 22.7%  | 53.1%  | 140.7% | 148.0% | 162.0% | 124.8% |