

FILTERS

region All
 market All
 division All
 customer All
 FY 2019

P & L**By Month**

All Values are in USD

Note: Do not modify the Pivot Table

Metrics	Quarters							
	Q1			Q2				
	Sep	Oct	Nov	Dec	Jan	Feb		
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M		
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M		
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M		
GM%	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%		

region All
 market All
 division All
 customer All
 FY 2020

P & L**By Fiscal Year**

All Values are in USD

Metrics	Quarters							
	Q1			Q2				
	Sep	Oct	Nov	Dec	Jan	Feb		
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M		
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M		
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M		
GM%	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%		

region All
 market All
 division All
 customer All
 FY 2021

P & L**By Fiscal Year**

All Values are in USD

Metrics	Quarters							
	Q1			Q2				
	Sep	Oct	Nov	Dec	Jan	Feb		
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M		
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M		
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M		
GM%	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%		

Net Sales
Comparison

21 vs 20	162.06%	164.68%	159.10%	161.05%	161.40%	162.49%
20 vs 19	164.63%	156.58%	167.27%	161.45%	162.75%	162.02%

Q3			Q4			Grand Total	
Mar	Apr	May	Jun	Jul	Aug		
	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
	41.45%	41.39%	40.79%	42.00%	41.48%	41.39%	41.43%

Q3			Q4			Grand Total	
Mar	Apr	May	Jun	Jul	Aug		
	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
	36.68%	37.73%	37.49%	37.27%	36.68%	36.79%	37.28%

Q3			Q4			Grand Total	
Mar	Apr	May	Jun	Jul	Aug		
	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
	36.37%	36.33%	36.63%	36.45%	36.37%	36.26%	36.43%

1981.59%	461.21%	347.02%	178.64%	173.93%	160.31%	204.48%
-67.07%	22.73%	53.05%	140.65%	148.00%	162.03%	124.85%