



FILTERS

| | |
|----------|------|
| region | All |
| market | All |
| division | All |
| customer | All |
| FY | 2019 |

P & L

By Fiscal Month

All Values in USD

Note : Do not modify pivot table

| Metrics | Quarters | | | | | | | | | | | | Grand Total |
|-----------|----------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------------|
| | Q1 | | | Q2 | | | Q3 | | | Q4 | | | |
| | 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 |
| GM | 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% | 40.87% | 41.97% | 41.49% | 41.39% | 40.87% | 41.94% | 41.45% | 41.39% | 40.79% | 42.00% | 41.48% | 41.39% | 41.43% |

| | |
|----------|------|
| region | All |
| market | All |
| division | All |
| customer | All |
| FY | 2020 |

P & L

By Fiscal Month

All Values in USD

Note : Do not modify 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 |
| GM | 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% | 37.77% | 37.78% | 37.04% | 36.81% | 37.75% | 37.74% | 36.68% | 37.73% | 37.49% | 37.27% | 36.68% | 36.79% | 37.28% |



| | | | |
|----------|------|--|---|
| region | All | P & L By Fiscal Month All Values in USD | Note : Do not modify pivot table |
| market | All | | |
| division | All | | |
| customer | All | | |
| FY | 2021 | | |

| 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 |
| GM | 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% | 36.65% | 36.52% | 36.29% | 36.26% | 36.68% | 36.53% | 36.37% | 36.33% | 36.63% | 36.45% | 36.37% | 36.26% | 36.43% |

| Net Sales Comparison | | | | | | | | | | | | | |
|----------------------|---------|---------|---------|---------|---------|---------|----------|---------|---------|---------|---------|---------|---------|
| 2021 vs 2020 | 262.06% | 264.68% | 259.10% | 261.05% | 261.40% | 262.49% | 2081.59% | 561.21% | 447.02% | 278.64% | 273.93% | 260.31% | 304.48% |
| 2020 vs 2019 | 264.63% | 256.58% | 267.27% | 261.45% | 262.75% | 262.02% | 32.93% | 122.73% | 153.05% | 240.65% | 248.00% | 262.03% | 224.85% |