

**Filters**FY **2019**

region All

market All

division All

customer All

**P & L****For fiscal year**

All values are in USD dollars

Do not modify pivot table

	Quarter					
	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>Grand Total</b>	
<b>metrics</b>						
net sales	25.2M	24.0M	19.2M	19.0M	87.5M	
cogs	14.8M	14.1M	11.3M	11.1M	51.2M	
Gross margin	10.5M	9.9M	7.9M	7.9M	36.2M	
GM%	41.5%	41.4%	41.2%	41.6%	41.4%	

FY **2020**

region All

market All

division All

customer All

**P & L****For fiscal year**

All values are in USD dollars

	Quarters					
	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>Grand Total</b>	
<b>metrics</b>						
net sales	66.4M	63.0M	19.8M	47.5M	196.7M	
cogs	41.5M	39.5M	12.4M	30.0M	123.4M	
Gross margin	24.9M	23.5M	7.4M	17.5M	73.3M	
GM%	37.5%	37.3%	37.5%	36.9%	37.3%	

FY **2021**

region All

market All

division All

customer All

**P & L****For fiscal year**

All values are in USD dollars

	Quarter					
	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>Grand Total</b>	
<b>metrics</b>						
net sales	173.8M	164.7M	131.9M	128.6M	598.9M	
cogs	110.4M	104.7M	83.8M	81.8M	380.7M	
Gross margin	63.3M	60.0M	48.1M	46.7M	218.2M	
GM%	36.5%	36.4%	36.4%	36.4%	36.4%	