

**FILTERS**

region	All
market	All
division	All
customer	All
FY	2019

**P & L****By Fiscal Months**

All values in USD

**Note: Do not change the pivot table**

Quarters

	<b>Q1</b>		<b>Q2</b>		<b>Q3</b>		<b>Q4</b>						<b>Grand Total</b>
<b>Metrics</b>	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
market	All
division	All
customer	All
FY	2020

**P & L****By Fiscal Months**

All values in USD

Quarters

	<b>Q1</b>		<b>Q2</b>		<b>Q3</b>		<b>Q4</b>						<b>Grand Total</b>
<b>Metrics</b>	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
market	All
division	All
customer	All
FY	2021

**P & L****By Fiscal Months**

All values in USD

Quarters

	<b>Q1</b>		<b>Q2</b>		<b>Q3</b>		<b>Q4</b>						<b>Grand Total</b>
<b>Metrics</b>	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**

2021 vs 2020	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	#####	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
2021 vs 2019	593.5%	579.1%	592.5%	582.5%	586.8%	587.8%	585.4%	588.8%	584.2%	570.5%	579.4%	582.1%	584.6%