

region All  
market All  
customer All  
division All  
FY 2019

## P & L by Fiscal Months

All Values in USD

NOTE: Do not alter the pivot table

Metrics	Quarters							
	Q1		Q2				Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
net_sales_amount	6.5M	8.0M	10.7M	11.4M		6.5M	6.1M	6.4M
COGS	3.8M	4.7M	6.3M	6.7M		3.9M	3.5M	3.8M
Gross Margin	2.6M	3.4M	4.5M	4.7M		2.7M	2.6M	2.7M
GM %	40.9%	42.0%	41.5%	41.4%		40.9%	41.9%	41.5%

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Metrics	Quarters							
	Q1		Q2				Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
net_sales_amount	17.1M	20.6M	28.7M	29.9M		17.1M	15.9M	2.1M
COGS	10.6M	12.8M	18.1M	18.9M		10.7M	9.9M	1.3M
Gross Margin	6.5M	7.8M	10.6M	11.0M		6.5M	6.0M	0.8M
GM %	37.8%	37.8%	37.0%	36.8%		37.8%	37.7%	36.7%

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FY 2021

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Metrics	Quarters							
	Q1		Q2				Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
net_sales_amount	44.8M	54.6M	74.3M	78.1M		44.8M	41.8M	44.0M
COGS	28.4M	34.7M	47.4M	49.8M		28.4M	26.5M	28.0M
Gross Margin	16.4M	19.9M	27.0M	28.3M		16.4M	15.3M	16.0M
GM %	36.7%	36.5%	36.3%	36.3%		36.7%	36.5%	36.4%

## Net Sales Comparison

2021 vs 2020	162.1%	164.7%	159.1%	161.0%		161.4%	162.5%	1981.6%
2020 vs 2019	164.6%	156.6%	167.3%	161.5%		162.8%	162.0%	-67.1%



Q3	Q4				Grand Total
Apr	May	Jun	Jul	Aug	
6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

Q3	Q4				Grand Total
Apr	May	Jun	Jul	Aug	
7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

Q3	Q4				Grand Total
Apr	May	Jun	Jul	Aug	
43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
22.7%	53.1%	140.7%	148.0%	162.0%	124.8%