



FILLTER

region All  
market All  
division All  
customer All  
FY Year 2019

P & L  
By Fiscal Month

Note - Please do not modifie Pivot Table

Matrix	Quarter Q1			Q2			Q3			Q4				Grand Total		
	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	51.24M
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%	40.87%	41.97%	41.49%		41.39%	40.87%	41.94%			41.45%	41.39%	40.79%	42.00%	41.48%	41.39%	41.43%

FILLTER

region All  
market All  
division All  
customer All  
FY Year 2020

P & L  
By Fiscal Month

Matrix	Quarter Q1			Q2			Q3			Q4			Grand Total			
	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	123.37M
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%	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%				36.68%	37.73%	37.49%	37.27%	36.68%	36.79%	37.28%

FILLTER

region All  
market All  
division All  
customer All  
FY Year 2021

P & L  
By Fiscal Month

Matrix	Quarter Q1			Q2			Q3			Q4			Grand Total			
	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
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	380.71M
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%	36.65%	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

Caparision

20 vs 21	162.06%	164.68%	159.10%	161.05%	161.40%	162.49%				1981.59%	461.21%	347.02%	178.64%	173.93%	160.31%	204.48%
19 vs 20	164.63%	156.58%	167.27%	161.45%	162.75%	162.02%				-67.07%	22.73%	53.05%	140.65%	148.00%	162.03%	124.85%