



FILTERS

customer All
region All
market All
FY **2019**

P & L

By Fiscal Years

All Values in USD

Note : 21 vs 20 is not the part of pivot table

Metrics	Fiscal Years					
	Sep	Oct	Nov	Dec	Jan	Feb
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%

customer All
region All
market All
FY **2020**

P & L

By Fiscal Years

All Values in USD

Note : 21 vs 20 is not the part of pivot table

Metrics	Fiscal Years					
	Sep	Oct	Nov	Dec	Jan	Feb
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%

customer All
region All
market All
FY **2021**

P & L

By Fiscal Years

All Values in USD

Note : 21 vs 20 is not the part of pivot table

Metrics	Fiscal Years					
	Sep	Oct	Nov	Dec	Jan	Feb
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%

Mar	Apr	May	Jun	Jul	Aug
6.4M	6.3M	6.5M	6.2M	6.5M	6.3M
3.8M	3.7M	3.8M	3.6M	3.8M	3.7M
2.7M	2.6M	2.6M	2.6M	2.7M	2.6M
41.5%	41.4%	40.8%	42.0%	41.5%	41.4%

Mar	Apr	May	Jun	Jul	Aug
2.1M	7.8M	9.9M	14.9M	16.1M	16.5M
1.3M	4.8M	6.2M	9.3M	10.2M	10.5M
0.8M	2.9M	3.7M	5.5M	5.9M	6.1M
36.7%	37.7%	37.5%	37.3%	36.7%	36.8%

Mar	Apr	May	Jun	Jul	Aug
44.0M	43.5M	44.4M	41.5M	44.0M	43.0M
28.0M	27.7M	28.1M	26.4M	28.0M	27.4M
16.0M	15.8M	16.3M	15.1M	16.0M	15.6M
36.4%	36.3%	36.6%	36.4%	36.4%	36.3%