

**FILTERS**

region All

market All

division All

customer All

FY Year **2019****P & L By Months**

all values are in USD

NOTE: Do not modify the pivot table

Metrics	Quarters							
	Q1		Q2		Q3			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
net sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M
Gross ma	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M
Gross ma	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%

region All

market All

division All

customer All

FY Year **2020****P & L By Months**

all values are in USD

Metrics	Quarters							
	Q1		Q2		Q3			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
net sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M
Gross ma	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M
Gross ma	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%



region All

market All

division All

customer All

FY Year **2021**

## P & L By Months

all values are in USD

Metrics	Quarters								
	Q1			Q2			Q3		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	
net sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M	
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M	
Gross ma	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M	
Gross ma	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	

## Net Sales

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%



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

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



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

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