

**FILTERS**

region	All
market	All
division	All
customer	All
FY	2019

P & L**By Fiscal 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	
Net Sales		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%

region	All
market	All
division	All
customer	All
FY	2020

P & L**By Fiscal Months**

All values are in USD

Metrics	Quarters							
	Q1		Q2				Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
Net Sales		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%

region	All
market	All
division	All
customer	All
FY	2021

P & L**By Fiscal Months**

All values are in USD

Metrics	Quarters							
	Q1		Q2				Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
Net Sales		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****Comparson**

	Sep	Oct	Nov	Dec	Jan	Feb	Mar
21 Vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%
20 Vs 19	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%



Apr	May	Jun	Jul	Aug	Grand Total
461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
22.7%	53.1%	140.7%	148.0%	162.0%	124.8%