

FILTERS

region	All
customer	All
division	All
FY	2019

P & L**By Fiscal years**

All values in USD

Metrics	Quarters					
	Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	
Net Sales	6.5M	8.0M		10.7M	11.4M	6.5M
COGS	3.8M	4.7M		6.3M	6.7M	3.9M
Gross Margin	2.6M	3.4M		4.5M	4.7M	2.7M
GM %	40.9%	42.0%		41.5%	41.4%	40.9%

region	All
customer	All
division	All
FY	2020

P and L**By Fiscal years**

All values in USD

Note: 21 vs 20 is not part of pivot table

Metrics	Quarters					
	Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	
Net Sales	17.1M	20.6M		28.7M	29.9M	17.1M
COGS	10.6M	12.8M		18.1M	18.9M	10.7M
Gross Margin	6.5M	7.8M		10.6M	11.0M	6.5M
GM %	37.8%	37.8%		37.0%	36.8%	37.8%

region	All
customer	All
division	All
FY	2021

P and L**By Fiscal years**

All values in USD

Note: 21 vs 20 is not part of pivot table

Metrics	Quarters					
	Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	
Net Sales	44.8M	54.6M		74.3M	78.1M	44.8M
COGS	28.4M	34.7M		47.4M	49.8M	28.4M
Gross Margin	16.4M	19.9M		27.0M	28.3M	16.4M



GM %	36.7%	36.5%	36.3%	36.3%	36.7%
------	-------	-------	-------	-------	-------

Percentage growth in Net Sales

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%

Note: Do not modify the Pivot Table

Q2	Q3		Q4				Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug	
6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

Q2	Q3		Q4				Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug	
15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

Q2	Q3		Q4				Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug	
41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M



36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%
-------	-------	-------	-------	-------	-------	-------	-------

162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%



