

**FILTERS**

market All
 region All
 division All
 customer All
 FY 2019

P & L**By Months**

All Values in USD

Note:Do not modify the pivot table

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%	

FILTERS

market All
 region All
 division All
 customer All
 FY 2020

P & L**By Months**

All Values in USD

Note:Do not modify the 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%	

FILTERS

market All
 region All
 division All
 customer All
 FY 2021

P & L**By Months**

All Values in USD

Note:Do not modify the 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%	



Net Sales
Comparison

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%













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%