



FY	2019
market	All
division	All
Region	All
customer	All

P & L by Fiscal Year

All values in USD

Note: 21 vs 20 is not part of pivot Table

	Quarter				
	Q1	Q2	Q3	Q4	Grand Total
Metrics					
Net Sales	25.2M	24.0M	19.2M	19.0M	87.5M
COGS	14.8M	14.1M	11.3M	11.1M	51.2M
Gross Margin	10.5M	9.9M	7.9M	7.9M	36.2M
GM %	41.5%	41.4%	41.2%	41.6%	41.4%

FY	2020
market	All
division	All
Region	All
customer	All

P & L by Fiscal Year

All values in USD

Note: 21 vs 20 is not part of pivot Table

	Quarter				
	Q1	Q2	Q3	Q4	Grand Total
Metrics					
Net Sales	66.4M	63.0M	19.8M	47.5M	196.7M
COGS	41.5M	39.5M	12.4M	30.0M	123.4M
Gross Margin	24.9M	23.5M	7.4M	17.5M	73.3M
GM %	37.5%	37.3%	37.5%	36.9%	37.3%

FY	2021
market	All
division	All
Region	All
customer	All

P & L by Fiscal Year

All values in USD

Note: 21 vs 20 is not part of pivot Table

	Quarter				
	Q1	Q2	Q3	Q4	Grand Total
Metrics					
Net Sales	173.8M	164.7M	131.9M	128.6M	598.9M
COGS	110.4M	104.7M	83.8M	81.8M	380.7M
Gross Margin	63.3M	60.0M	48.1M	46.7M	218.2M
GM %	36.5%	36.4%	36.4%	36.4%	36.4%



Net Sales

Comparison

21 vs 20	161.6%	161.5%	566.0%	170.7%	204.5%
20 vs 19	163.2%	162.0%	3.0%	150.3%	124.8%