

**FILTERS**

region All
 market All
 division All
 customer All
 FY 2019

P & L**By Fiscal Year**

All Values in USD

Note: Do not modify 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%

region All
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 FY 2020

P & L**By Fiscal Year**

All Values in USD

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
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 FY 2021

P & L**By Fiscal Year**

All Values in USD

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

2020 vs 2019	164.6%	156.6%	167.3%	161.5%	162.8%
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2021 vs 2020	162.1%	164.7%	159.1%	161.0%	161.4%
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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%

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