



## FILTERS

region All  
market All  
division All  
customer All  
FY 2019

## P &amp; L

## By Fiscal Months

All values in USD

	Quarters												
Metrics	Q1			Q2		Q3			Q4				Grand Total
	Sep	Oct	Nov	Dec	Jan	Mar	Apr	May	Jun	Jul	Aug		
Net Sales		6.5M	8.0M	10.7M	11.4M	6.5M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
COGS		3.8M	4.7M	6.3M	6.7M	3.9M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
Gross Margin		2.6M	3.4M	4.5M	4.7M	2.7M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
GM %		40.9%	42.0%	41.5%	41.4%	40.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

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Metrics	Quarters												Grand Total
	Q1			Q2			Q3			Q4			
	Sep	Oct	Nov	Dec	Jan	Mar	Apr	May	Jun	Jul	Aug		
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M	
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M	
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M	
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%	

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FY 2021

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## By Fiscal Months

All values in USD

Metrics	Quarters												Grand Total
	Q1			Q2			Q3			Q4			
	Sep	Oct	Nov	Dec	Jan	Mar	Apr	May	Jun	Jul	Aug		
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M	
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M	
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M	
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%	

## Net Sales

## Comparison

Metrics	Quarters												Grand Total
	Q1			Q2			Q3			Q4			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%	
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%	

