

**FILTERS**

region All  
 market All  
 division All  
 customer All  
 FY 2019

**P & L****By Fiscal Months**

All values in USD

Metrics	Quarters									
	Q1			Q2			Q3			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M	6.5M	
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M	3.8M	
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M	2.6M	
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	

**FILTERS**

region All  
 market All  
 division All  
 customer All  
 FY 2020

**P & L****By Fiscal Months**

All values in USD

Metrics	Quarters									
	Q1			Q2			Q3			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M	
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M	6.2M	
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M	3.7M	
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	



## FILTERS

region All  
market All  
division All  
customer All  
FY 2021

## P & L

### By Fiscal Months

All values in USD

Metrics	Quarters											
	Q1				Q2				Q3			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May			
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M	44.4M			
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M	28.1M			
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M	16.3M			
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%			

## Net Sales

### Comparison

21 vs 20	262.06%	264.68%	259.10%	261.05%	261.40%	262.49%	2081.59%	561.21%	447.02%
20 vs 19	264.63%	256.58%	267.27%	261.45%	262.75%	262.02%	32.93%	122.73%	153.05%



Q4			
Jun	Jul	Aug	
6.2M	6.5M	6.3M	
3.6M	3.8M	3.7M	
2.6M	2.7M	2.6M	
42.0%	41.5%	41.4%	

Q4			
Jun	Jul	Aug	
14.9M	16.1M	16.5M	
9.3M	10.2M	10.5M	
5.5M	5.9M	6.1M	
37.3%	36.7%	36.8%	



Q4		
Jun	Jul	Aug
41.5M	44.0M	43.0M
26.4M	28.0M	27.4M
15.1M	16.0M	15.6M
36.4%	36.4%	36.3%

278.64%	273.93%	260.31%
240.65%	248.00%	262.03%