

FILTERS

market All
customer All
region All
division All
FY **2019**

P & L By Fiscal Year

All Value In USD

Note:21 vs 20 is not part of pivot table

Metrics	Quarters								
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
	Q1	Q1	Q1	Q2	Q2	Q2	Q3	Q3	Q3
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 Ma	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%

market All
customer All
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division All
FY **2020**

P & L By Fiscal Year

All Value In USD

Note:21 vs 20 is not part of pivot table

Metrics	Quarters								
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
	Q1	Q1	Q1	Q2	Q2	Q2	Q3	Q3	Q3
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 Ma	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%

market All
customer All
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FY **2021**

P & L By Fiscal Year

All Value In USD

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Quarters									
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May

Metrics	Q1	Q1	Q1	Q2	Q2	Q2	Q3	Q3	Q3
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 Ma	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
Compari
son

21vs20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%
20vs 19	164.6%	256.6%	267.3%	261.5%	262.8%	262.0%	32.9%	122.7%	153.1%

Jun	Jul	Aug	Grand Total
Q4	Q4	Q4	
6.2M	6.5M	6.3M	87.5M
3.6M	3.8M	3.7M	51.2M
2.6M	2.7M	2.6M	36.2M
42.0%	41.5%	41.4%	41.4%

Jun	Jul	Aug	Grand Total
Q4	Q4	Q4	
14.9M	16.1M	16.5M	196.7M
9.3M	10.2M	10.5M	123.4M
5.5M	5.9M	6.1M	73.3M
37.3%	36.7%	36.8%	37.3%

Jun	Jul	Aug	Grand Total
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Q4	Q4	Q4	
41.5M	44.0M	43.0M	598.9M
26.4M	28.0M	27.4M	380.7M
15.1M	16.0M	15.6M	218.2M
36.4%	36.4%	36.3%	36.4%

178.6%	173.9%	160.3%	204.5%
240.7%	248.0%	262.0%	124.8%