



region	All
market	All
division	All
customer	All
FY	2019

P&L
By Fiscal Year
Note 21 vs 20 is not part of pivot table

Metrics	Quarters Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	Feb
net sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M
cogs	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M
Gross margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%

region	All
market	All
division	All
customer	All
FY	2020

P&L
By Fiscal Year
Note 21 vs 20 is not part of pivot table

Metrics	Quarters Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	Feb
net sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M
cogs	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M
Gross margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%

region	All
market	All
division	All
customer	All
FY	2021

P&L
By Fiscal Year
Note 21 vs 20 is not part of pivot table

Metrics	Quarters Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	Feb
net sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M
cogs	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M
Gross margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%



Net Sales
Comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%