



### Filters

market	All
region	All
division	All
customer	All
FY	<b>2019</b>

### P & L

#### By Fiscal Years

Note: 21 vs 20 is not part of pivot

Metrics	Quarter Q1			Q1 Total	Q2	
	Sep	Oct	Nov		Dec	Jan
Net Sales	6.5M	8.0M	10.7M	25.2M	11.4M	6.5M
COGS	3.8M	4.7M	6.3M	14.8M	6.7M	3.9M
Gross Margin	2.6M	3.4M	4.5M	10.5M	4.7M	2.7M
GM%	40.9%	42.0%	41.5%	41.5%	41.4%	40.9%

market	All
region	All
division	All
customer	All
FY	<b>2020</b>

### P & L

#### By Fiscal Years

Note: 21 vs 20 is not part of pivot

Metrics	Quarter Q1			Q1 Total	Q2	
	Sep	Oct	Nov		Dec	Jan
Net Sales	17.1M	20.6M	28.7M	66.4M	29.9M	17.1M
COGS	10.6M	12.8M	18.1M	41.5M	18.9M	10.7M
Gross Margin	6.5M	7.8M	10.6M	24.9M	11.0M	6.5M
GM%	37.8%	37.8%	37.0%	37.5%	36.8%	37.8%

market	All
region	All
division	All
customer	All
FY	<b>2021</b>

### P & L

#### By Fiscal Years

Note: 21 vs 20 is not part of pivot

Metrics	Quarter Q1			Q1 Total	Q2	
	Sep	Oct	Nov		Dec	Jan
Net Sales	44.8M	54.6M	74.3M	173.8M	78.1M	44.8M
COGS	28.4M	34.7M	47.4M	110.4M	49.8M	28.4M
Gross Margin	16.4M	19.9M	27.0M	63.3M	28.3M	16.4M



GM%

36.7%

36.5%

36.3%

36.5%

36.3%

36.7%

**Net Sales  
Comparison**

**21 vs 20**

162.1%

164.7%

159.1%

161.6%

161.0%

161.4%

**20 vs 19**

164.6%

156.6%

167.3%

163.2%

161.5%

162.8%



Q2	Q2 Total	Q3	Q3 Total			Q4		
Feb		Mar	Apr	May		Jun	Jul	Aug
6.1M	24.0M	6.4M	6.3M	6.5M	19.2M	6.2M	6.5M	6.3M
3.5M	14.1M	3.8M	3.7M	3.8M	11.3M	3.6M	3.8M	3.7M
2.6M	9.9M	2.7M	2.6M	2.6M	7.9M	2.6M	2.7M	2.6M
41.9%	41.4%	41.5%	41.4%	40.8%	41.2%	42.0%	41.5%	41.4%

Q2	Q2 Total	Q3	Q3 Total			Q4		
Feb		Mar	Apr	May		Jun	Jul	Aug
15.9M	63.0M	2.1M	7.8M	9.9M	19.8M	14.9M	16.1M	16.5M
9.9M	39.5M	1.3M	4.8M	6.2M	12.4M	9.3M	10.2M	10.5M
6.0M	23.5M	0.8M	2.9M	3.7M	7.4M	5.5M	5.9M	6.1M
37.7%	37.3%	36.7%	37.7%	37.5%	37.5%	37.3%	36.7%	36.8%

Q2	Q2 Total	Q3	Q3 Total			Q4		
Feb		Mar	Apr	May		Jun	Jul	Aug
41.8M	164.7M	44.0M	43.5M	44.4M	131.9M	41.5M	44.0M	43.0M
26.5M	104.7M	28.0M	27.7M	28.1M	83.8M	26.4M	28.0M	27.4M
15.3M	60.0M	16.0M	15.8M	16.3M	48.1M	15.1M	16.0M	15.6M



36.5%	36.4%	36.4%	36.3%	36.6%	36.4%	36.4%	36.4%	36.3%
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162.5%	161.5%	1981.6%	461.2%	347.0%	566.0%	178.6%	173.9%	160.3%
162.0%	162.0%	-67.1%	22.7%	53.1%	3.0%	140.7%	148.0%	162.0%



Q4 Total    Grand Total

19.0M	87.5M
11.1M	51.2M
7.9M	36.2M
41.6%	41.4%

Q4 Total    Grand Total

47.5M	196.7M
30.0M	123.4M
17.5M	73.3M
36.9%	37.3%

Q4 Total    Grand Total

128.6M	598.9M
81.8M	380.7M
46.7M	218.2M



36.4%	36.4%
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170.7%	204.5%
150.3%	124.8%