

**FILTERS**

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

**P & L by Fiscal months**

All values in USD

**Note:** Do not modify the pivot table

Metrics	Fiscal years													Grand Total
	Q 1				Q 2		Q 3			Q 4				
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
Net Sales	6.46 M	8.04 M	10.74 M	11.44 M	6.52 M	6.08 M	6.41 M	6.32 M	6.49 M	6.18 M	6.48 M	6.31 M	87.48 M	
COGS	3.82 M	4.66 M	6.28 M	6.70 M	3.86 M	3.53 M	3.75 M	3.71 M	3.84 M	3.59 M	3.79 M	3.70 M	51.24 M	
Gross Margin	2.64 M	3.37 M	4.45 M	4.73 M	2.67 M	2.55 M	2.66 M	2.62 M	2.65 M	2.60 M	2.69 M	2.61 M	36.24 M	
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%	

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

**P & L by Fiscal months**

All values in USD

**Note:** Do not modify the pivot table

Metrics	Fiscal years													Grand Total
	Q 1			Q 2			Q 3			Q 4				
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
Net Sales	17.10 M	20.63 M	28.69 M	29.90 M	17.13 M	15.93 M	2.11 M	7.76 M	9.93 M	14.88 M	16.08 M	16.54 M	196.69 M	
COGS	10.64 M	12.83 M	18.07 M	18.89 M	10.67 M	9.92 M	1.34 M	4.83 M	6.21 M	9.34 M	10.18 M	10.45 M	123.37 M	
Gross Margin	6.46 M	7.79 M	10.63 M	11.01 M	6.47 M	6.01 M	0.77 M	2.93 M	3.72 M	5.55 M	5.90 M	6.08 M	73.32 M	
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%	



region All  
customer All  
division All  
market All  
FY **2021**

**P & L by Fiscal months**  
All values in USD  
**Note:** Do not modify the pivot table

Metrics	Fiscal years														Grand Total
	Q 1			Q 2			Q 3			Q 4					
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug			
Net Sales	44.82 M	54.59 M	74.34 M	78.06 M	44.79 M	41.82 M	43.95 M	43.54 M	44.40 M	41.47 M	44.05 M	43.05 M	598.88 M		
COGS	28.39 M	34.65 M	47.36 M	49.76 M	28.36 M	26.54 M	27.97 M	27.72 M	28.13 M	26.35 M	28.03 M	27.44 M	380.71 M		
Gross Margin	16.43 M	19.94 M	26.98 M	28.30 M	16.43 M	15.28 M	15.98 M	15.82 M	16.27 M	15.11 M	16.02 M	15.61 M	218.16 M		
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%		

Net Sales % Growth

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	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%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%