



FILTERS

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

P & L

By Fiscal Year

All values in Million

Note:20 vs 21 not part of pivot table

Metrics	Quarter Q1			Q2			
	Sep	Oct	Nov	Dec	Jan	Feb	
Net sales1	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 year **2020**

P & L

By Fiscal Year

All values in Million

Note:20 vs 21 not part of pivot table

Metrics	Quarter Q1			Q2			
	Sep	Oct	Nov	Dec	Jan	Feb	
Net sales1	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 year **2021**

P & L

By Fiscal Year

All values in Million

Note:20 vs 21 not part of pivot table

Metrics	Quarter Q1			Q2			
	Sep	Oct	Nov	Dec	Jan	Feb	
Net sales1	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
Comparsion

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%



Note: Don't modify the pivot table

Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%



1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%