



region	All
fiscal_year	2019
division	All
market	All
customer	All

P&L values by MONTH
all in USD

Fiscal Years													
	Q1			Q2			Q3			Q4			total
METRICS	Nov	Sep	Oct	Feb	Jan	Dec	May	Apr	Mar	Aug	Jun	Jul	
Net Sales	10.7M	6.5M	8.0M	6.1M	6.5M	11.4M	6.5M	6.3M	6.4M	6.3M	6.2M	6.5M	87.5M
COGS	6.3M	3.8M	4.7M	3.5M	3.9M	6.7M	3.8M	3.7M	3.8M	3.7M	3.6M	3.8M	51.2M
gross_margin	4.5M	2.6M	3.4M	2.6M	2.7M	4.7M	2.6M	2.6M	2.7M	2.6M	2.6M	2.7M	36.2M
GM%	41.49%	40.87%	41.97%	41.94%	40.87%	41.39%	40.79%	41.39%	41.45%	41.39%	42.00%	41.48%	41.43%

region	All
fiscal_year	2020
division	All
market	All
customer	All

P&L values by MONTH
all in USD

Fiscal Years													
	Q1			Q2			Q3			Q4			total
METRICS	Nov	Sep	Oct	Feb	Jan	Dec	May	Apr	Mar	Aug	Jun	Jul	
Net Sales	28.7M	17.1M	20.6M	15.9M	17.1M	29.9M	9.9M	7.8M	2.1M	16.5M	14.9M	16.1M	196.7M
COGS	18.1M	10.6M	12.8M	9.9M	10.7M	18.9M	6.2M	4.8M	1.3M	10.5M	9.3M	10.2M	123.4M
gross_margin	10.6M	6.5M	7.8M	6.0M	6.5M	11.0M	3.7M	2.9M	0.8M	6.1M	5.5M	5.9M	73.3M
GM%	37.04%	37.77%	37.78%	37.74%	37.75%	36.81%	37.49%	37.73%	36.68%	36.79%	37.27%	36.68%	37.28%



region	All
fiscal_year	2021
division	All
market	All
customer	All

P&L values by MONTH
all in USD

Fiscal Years													
	Q1			Q2			Q3			Q4			total
METRICS	Nov	Sep	Oct	Feb	Jan	Dec	May	Apr	Mar	Aug	Jun	Jul	
Net Sales	74.3M	44.8M	54.6M	41.8M	44.8M	78.1M	44.4M	43.5M	44.0M	43.0M	41.5M	44.0M	598.9M
COGS	47.4M	28.4M	34.7M	26.5M	28.4M	49.8M	28.1M	27.7M	28.0M	27.4M	26.4M	28.0M	380.7M
gross_margin	27.0M	16.4M	19.9M	15.3M	16.4M	28.3M	16.3M	15.8M	16.0M	15.6M	15.1M	16.0M	218.2M
GM%	36.29%	36.65%	36.52%	36.53%	36.68%	36.26%	36.63%	36.33%	36.37%	36.26%	36.45%	36.37%	36.43%

region	All
fiscal_year	All
division	All
market	All
customer	All

P&L values by MONTH
all in USD

Fiscal Years													
	Q1			Q2			Q3			Q4			total
METRICS	Nov	Sep	Oct	Feb	Jan	Dec	May	Apr	Mar	Aug	Jun	Jul	
Net Sales	113.8M	68.4M	83.3M	63.8M	68.4M	119.4M	60.8M	57.6M	52.5M	65.9M	62.5M	66.6M	883.0M
COGS	71.7M	42.9M	52.2M	40.0M	42.9M	75.4M	38.2M	36.3M	33.1M	41.6M	39.3M	42.0M	555.3M
gross_margin	42.1M	25.5M	31.1M	23.8M	25.6M	44.0M	22.6M	21.4M	19.4M	24.3M	23.3M	24.6M	327.7M
GM%	36.97%	37.33%	37.36%	37.35%	37.35%	36.89%	37.22%	37.07%	37.00%	36.88%	37.19%	36.94%	37.11%

Net sales Performance

20 vs 21 3.0448
20 vs 19 2.2485




