



FILTERS

| | |
|----------|-----|
| region | All |
| market | All |
| division | All |
| customer | All |

All Values in USD

P&L by Fiscal Months

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

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All Values in USD

P&L by Fiscal Months

Note: Do Not modify the pivot table

| Metrics | Quarters | | | | | | | | | | | | Grand Total |
|--------------|----------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------------|
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All Values in USD

P&L by Fiscal Months

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|--------------|----------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------------|
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FILTERS

| | |
|----------|-----|
| region | All |
| market | USA |
| division | All |
| customer | All |

All Values in USD
P&L by Fiscal Years
Note: 21 v 20 is not part of pivot table

| | |
|--------------|--------|
| Metrics | |
| Net Sales | 131.2M |
| COGS | 82.5M |
| Gross Margin | 48.7M |
| GM% | 37.10% |

21 vs 20