

**FILTERS**

market (Multiple Items)
 region All
 division All
 customer All
 FY 2019

P AND L**By Fiscal Years**

All values in USD

e: 21 vs 20 is not part of pivot t

2019

	Q1		Q2				
	Sep	Oct	Nov	Dec	Jan	Feb	
Net Sales	0.3M	0.5M	0.5M	0.6M	0.3M	0.3M	
COGS	0.2M	0.3M	0.3M	0.3M	0.2M	0.2M	
Gross Margin	0.1M	0.2M	0.2M	0.2M	0.1M	0.1M	
GM %	41.9%	40.8%	41.6%	40.2%	41.7%	40.8%	

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2020

	Q1		Q2				
	Sep	Oct	Nov	Dec	Jan	Feb	
Net Sales	1.0M	1.6M	1.8M	1.9M	1.0M	1.2M	
COGS	0.5M	0.9M	1.0M	1.1M	0.6M	0.7M	
Gross Margin	0.5M	0.7M	0.8M	0.8M	0.5M	0.6M	
GM %	46.3%	45.2%	44.3%	43.9%	46.3%	45.4%	

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 FY 2021

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2021

	Q1		Q2				
	Sep	Oct	Nov	Dec	Jan	Feb	
Net Sales	2.1M	3.2M	3.7M	3.9M	2.1M	2.5M	
COGS	1.4M	2.2M	2.5M	2.7M	1.4M	1.7M	
Gross Margin	0.7M	1.0M	1.3M	1.2M	0.7M	0.8M	
GM %	34.0%	32.6%	33.8%	31.9%	34.2%	32.7%	



NET SALES COMPARISON

21 vs 20	103%	99%	103%	106%	102%	101%
20 vs 19	231%	246%	263%	236%	235%	261%