

**FILTERS**

region	All
market	All
division	All
customer	All
FY	2019

P & L**By Fiscal Months**

All values in USD

	Quarters				
	Q1	Q2	Q3	Q4	Grand Total
Metrics					
Net Sales	25.2M	24.0M	19.2M	19.0M	87.5M
COGS	14.8M	14.1M	11.3M	11.1M	51.2M
Gross Margin	10.5M	9.9M	7.9M	7.9M	36.2M
GM %	41.5%	41.4%	41.2%	41.6%	41.4%

FILTERS

region	All
market	All
division	All
customer	All
FY	2020

P & L**By Fiscal Months**

All values in USD

	Quarters				
	Q1	Q2	Q3	Q4	Grand Total
Metrics					
Net Sales	66.4M	63.0M	19.8M	47.5M	196.7M
COGS	41.5M	39.5M	12.4M	30.0M	123.4M
Gross Margin	24.9M	23.5M	7.4M	17.5M	73.3M
GM %	37.5%	37.3%	37.5%	36.9%	37.3%



FILTERS

region	All
market	All
division	All
customer	All
FY	2021

P & L
By Fiscal Months
All values in USD

	Quarters				
	Q1	Q2	Q3	Q4	Grand Total
Metrics					
Net Sales	173.8M	164.7M	131.9M	128.6M	598.9M
COGS	110.4M	104.7M	83.8M	81.8M	380.7M
Gross Margin	63.3M	60.0M	48.1M	46.7M	218.2M
GM %	36.5%	36.4%	36.4%	36.4%	36.4%

Net Sales
Comparisom

21 vs 20	161.6%	161.5%	566.0%	170.7%	204.5%
20 vs 19	163.2%	162.0%	3.0%	150.3%	124.8%