FILTERS

region All

market All P & L : 2019 division All By Fiscal Month

customer All (All values in USD) Note: Do not modify the pivot table

FY 2019

FΥ **Q**1 Q2 Q3 **Q4 Total Metrics** Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Net sales 6.5M 8.0M 10.7M 11.4M 6.5M 6.1M 6.4M 6.3M 6.5M 6.2M 6.5M 87.5M 6.3M COGS 3.5M 3.8M 3.7M 3.6M 3.8M 51.2M 3.8M 4.7M 6.3M 6.7M 3.9M 3.8M 3.7M Gross mar 2.6M 3.4M 4.5M 4.7M 2.7M 2.6M 2.7M 2.6M 2.6M 2.6M 2.7M 2.6M 36.2M GM% 40.9% 42.0% 41.5% 41.4% 40.9% 41.5% 41.4% 40.8% 42.0% 41.5% 41.9% 41.4% 41.4%

FILTERS

region All

market All P & L : 2020
division All By Fiscal Month
customer All (All values in USD)

FY 2020

FΥ

Q1			Q2			Q3				Q 4	Total		
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
Gross mai	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
GM%	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

FILTERS

region All

market All P & L : 2021
division All By Fiscal Month
customer All (All values in USD)

FY 2021

FΥ

Q 1			Q2			Q3				Q 4	Total		
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
Gross ma	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
GM%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

NET SALES COMPARISON

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%