

Filters			
region	All		
market	All	Note :	P&L Quarterly report
division	All	DO no change the pivot table	
customer	All		
FY	2019		

Metrics	Quarters					
	Q1		Q2			
	Sep	Oct	Nov	Dec	Jan	Feb
net sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M
GM%	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%

region	All
market	All
division	All
customer	All
FY	2020

Metrics	Quarters					
	Q1		Q2			
	Sep	Oct	Nov	Dec	Jan	Feb
net sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M
GM%	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%

region	All
market	All
division	All
customer	All
FY	2021

Metrics	Quarters					
	Q1		Q2			
	Sep	Oct	Nov	Dec	Jan	Feb
net sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M
GM%	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%

Net Sales Comparisi on

21 vs 20	162.06%	164.68%	159.10%	161.05%	161.40%	162.50%
20 vs 19	164.62%	156.58%	167.27%	161.45%	162.75%	162.02%

2020	30
2021	50
21 vss 20	167%
21 vs 20 growth	20
growth %	67%

Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
41.45%	41.39%	40.79%	42.00%	41.48%	41.39%	41.43%

Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
36.68%	37.73%	37.49%	37.27%	36.68%	36.79%	37.28%

Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
36.37%	36.33%	36.63%	36.45%	36.37%	36.26%	36.43%

1981.62%	461.22%	347.02%	178.64%	173.93%	160.31%	204.48%
-67.07%	22.73%	53.05%	140.65%	148.00%	162.03%	124.85%