

**FILTERS**

region All
market All
division All
customer All
FY 2019

P & L**BY FISCAL YEARS**

All values in USD

NOTE:21 VS 20 NOT PART OF PIVOT TABLE

NOTE:DO NOT MODIFY THE PIVOT TABLE

	quarters Q1				Q2				Q3				Q4				Grand Total
Values	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	6.3M				87.5M
COGS	3.8M	4.7M		6.3M	6.7M	3.9M	3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M				51.2M
GROSS_MARGIN	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%	40.87%	41.97%		41.49%	41.39%	40.87%	41.94%	41.45%	41.39%	40.79%	42.00%	41.48%	41.39%				41.43%

FILTERS

region All
market All
division All
customer All
FY 2020

P & L**BY FISCAL YEARS**

All values in USD

NOTE:21 VS 20 NOT PART OF PIVOT TABLE

	quarters Q1				Q2				Q3				Q4				Grand Total
Values	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_MARGIN	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%	37.77%	37.78%		37.04%	36.81%	37.75%	37.74%	36.68%	37.73%	37.49%	37.27%	36.68%	36.79%				37.28%

FILTERS

region All
market All
division All
customer All
FY 2021

P & L**BY FISCAL YEARS**

All values in USD

NOTE:21 VS 20 NOT PART OF PIVOT TABLE

	quarters Q1				Q2				Q3				Q4				Grand Total
Values	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_MARGIN	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%	36.65%	36.52%		36.29%	36.26%	36.68%	36.53%	36.37%	36.33%	36.63%	36.45%	36.37%	36.26%				36.43%

**NET SALES
COMPARISON IN
PROFIT %**

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%