

**FILTERS**

|          |      |
|----------|------|
| region   | All  |
| division | All  |
| customer | All  |
| market   | All  |
| FY       | 2019 |

**P & L****By Fiscal Month - 2019**

All values in USD

**Note: Do not modify pivot table**

| 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%          | 40.9%    | 42.0% | 41.5% | 41.4% | 40.9% | 41.9% |

**FILTERS**

|          |      |
|----------|------|
| region   | All  |
| division | All  |
| customer | All  |
| market   | All  |
| FY       | 2020 |

**P & L****By Fiscal Month - 2020**

All values in USD

| 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%          | 37.8%    | 37.8% | 37.0% | 36.8% | 37.8% | 37.7% |

**FILTERS**

|          |      |
|----------|------|
| region   | All  |
| division | All  |
| customer | All  |
| market   | All  |
| FY       | 2021 |

**P & L****By Fiscal Month - 2021**

All values in USD

| 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%          | 36.7%    | 36.5% | 36.3% | 36.3% | 36.7% | 36.5% |