

**FILTERS**

region All
 market All
 division All
 customer All
 FY 2019

P & L**By Fiscal Years**

All values in USD

Note: Do not modify pivot table

Metrics	Quarters							
	Q1		Q2				Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Net sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%

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 FY 2020

P & L**By Fiscal Years**

All values in USD

Note: 21 vs 20 is not part of pivot table

Metrics	Quarters							
	Q1		Q2				Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Net sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%

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Metrics	Quarters							
	Q1		Q2				Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Net sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%

Net Sales**Performance**

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%



Q3	Q4			Grand Total
May	Jun	Jul	Aug	
6.5M	6.2M	6.5M	6.3M	87.5M
3.8M	3.6M	3.8M	3.7M	51.2M
2.6M	2.6M	2.7M	2.6M	36.2M
40.8%	42.0%	41.5%	41.4%	41.4%

Q3	Q4			Grand Total
May	Jun	Jul	Aug	
9.9M	14.9M	16.1M	16.5M	196.7M
6.2M	9.3M	10.2M	10.5M	123.4M
3.7M	5.5M	5.9M	6.1M	73.3M
37.5%	37.3%	36.7%	36.8%	37.3%



Q3	Q4				Grand Total
May	Jun	Jul	Aug		
44.4M	41.5M	44.0M	43.0M		598.9M
28.1M	26.4M	28.0M	27.4M		380.7M
16.3M	15.1M	16.0M	15.6M		218.2M
36.6%	36.4%	36.4%	36.3%		36.4%

347.0%	178.6%	173.9%	160.3%	204.5%
53.1%	140.7%	148.0%	162.0%	124.8%