

**FILTERS**

region All

market All

division All

customer All

FY 2019

**P & L****By Fiscal Year**

All values in USD

Note: Do not modify the pivot tab

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%	

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FY 2020

**P & L****By Fiscal Year**

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%	

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FY 2021

**P & L****By Fiscal Year**

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%	



Net Sales  
Comprison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%





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Q3				Q4			
Mar	Apr	May	Jun	Jul	Aug		
	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	
	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	
	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	
	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	

Q3				Q4			
Mar	Apr	May	Jun	Jul	Aug		
	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	
	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	
	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	
	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	

Q3				Q4			
Mar	Apr	May	Jun	Jul	Aug		
	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	
	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	
	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	
	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	



1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%
-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%





Grand Total

	87.5M
	51.2M
	36.2M
	41.4%

Grand Total

	196.7M
	123.4M
	73.3M
	37.3%

Grand Total

	598.9M
	380.7M
	218.2M
	36.4%



304.5%  
224.8%