

FILTERS

region All
market All
division All
customer All
FY 2019

P & L**By Fiscal Months**

All values in USD

Note:Do not modify the pivot table

Metrics	Quarters									
	Q1			Q2			Q3		Q4	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M	6.5M	6.2M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M	3.8M	3.6M
GM	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M	2.6M	2.6M
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%

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FY 2020

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All values in USD

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Metrics	Quarters									
	Q1			Q2			Q3		Q4	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M	14.9M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M	6.2M	9.3M
GM	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M	3.7M	5.5M
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%

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FY 2021

P & L**By Fiscal Months**

All values in USD

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Metrics	Quarters									
	Q1			Q2			Q3		Q4	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M	44.4M	41.5M



COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M	28.1M	26.4M
GM	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M	16.3M	15.1M
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%

Net Sale Comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%



Q4

Jul	Aug
6.5M	6.3M
3.8M	3.7M
2.7M	2.6M
41.5%	41.4%

Q4

Jul	Aug
16.1M	16.5M
10.2M	10.5M
5.9M	6.1M
36.7%	36.8%

Q4

Jul	Aug
44.0M	43.0M



28.0M	27.4M
16.0M	15.6M
36.4%	36.3%

173.9%	160.3%
148.0%	162.0%

