

## P &amp; L By Fiscal Month

FILTERS	
market	All
division	All
region	All
customer	All
Fiscal Year	2019

## Net Sales Comparision 2019

All values in USD Millions

Note: Do not Modify pivot table

	Fiscal Year									
	Q1		Q2				Q3			
Values	Sep	Oct	Nov	Dec	Jan	Feb	Mar			
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M			
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M			
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M			
Gross Margin %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%			

FILTERS	
market	All
division	All
region	All
customer	All
Fiscal Year	2020

## Net Sales Comparision 2020

All values in USD Millions

	Fiscal Year									
	Q1		Q2				Q3			
Values	Sep	Oct	Nov	Dec	Jan	Feb	Mar			
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M			
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M			
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M			

Gross Margin %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%
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## FILTERS

market	All
division	All
region	All
customer	All
Fiscal Year	2021

## Net Sales Comparision 2021

All values in USD Millions

	Fiscal Year								
	Q1			Q2			Q3		
Values	Sep	Oct	Nov	Dec	Jan	Feb	Mar		
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M		
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M		
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M		
Gross Margin %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%		

## Net Sales Comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%
21 vs 20	166.7%	170.0%	162.2%	163.3%	165.9%	167.6%	1991.9%



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

Q3 Apr	May	Q4 Jun	Jul	Aug	Grand Total
7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
2.9M	3.7M	5.5M	5.9M	6.1M	73.3M



37.7%	37.5%	37.3%	36.7%	36.8%	37.3%
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Q3 Apr	May	Q4 Jun	Jul	Aug	Grand Total
43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
473.8%	353.1%	182.3%	175.3%	162.5%	208.6%