



FILTER

market All
division All
region All
customer All
FY **2019**

P & L

By Months

All values are in USD

Note: Do not modify the 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%

market All
division All
region All
customer All
FY **2020**

P & L

By Fiscal Year

All values are in USD

Note: Do not modify the 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%

market All
division All
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customer All
FY **2021**

P & L

By Fiscal Year

All values are in USD

Note: Do not modify the pivot table

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
Comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%
20 vs 19	164.6%	256.6%	267.3%	261.5%	262.8%	262.0%	32.9%	122.7%



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

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

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



347.0%	178.6%	173.9%	160.3%
153.1%	240.7%	248.0%	262.0%