

**FILTERS**

region All  
 market All  
 division All  
 customer All  
 FY 2019

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

All value in USD

Not: 21 v 20 is not part of pivot table

Metrics	Quarters			Q2		
	Q1		Nov	Q2		Feb
	Sep	Oct		Dec	Jan	
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%

region All  
 market All  
 division All  
 customer All  
 FY 2020

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

All value in USD

Not: 21 v 20 is not part of pivot table

Metrics	Quarters			Q2		
	Q1		Nov	Q2		Feb
	Sep	Oct		Dec	Jan	
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%

region All  
 market All  
 division All  
 customer All  
 FY 2021

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

All value in USD

Not: 21 v 20 is not part of pivot table

Metrics	Quarters			Q2		
	Q1		Nov	Q2		Feb
	Sep	Oct		Dec	Jan	
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  
Comparison

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%