



FILTERS

region	All
market	All
customer	All
division	All
FY	2019

P & L

By Fiscal Year

All values are in USD

Note: 21 vs 20 is not part of Pivot table

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	4.7 M	6.3 M	6.7 M	3.9 M	3.5 M
Gross Margin	2.6M	3.4 M	4.5 M	4.7 M	2.7 M	2.6 M
GM%	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%

region	All
market	All
customer	All
division	All
FY	2020

P & L

By Fiscal Year

All values are in USD

Note: 21 vs 20 is not part of Pivot table

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	12.8 M	18.1 M	18.9 M	10.7 M	9.9 M
Gross Margin	6.5M	7.8 M	10.6 M	11.0 M	6.5 M	6.0 M
GM%	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%

region	All
market	All
customer	All
division	All
FY	2021

P & L

By Fiscal Year

All values are in USD

Note: 21 vs 20 is not part of Pivot table

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	34.7 M	47.4 M	49.8 M	28.4 M	26.5 M
Gross Margin	16.4M	19.9 M	27.0 M	28.3 M	16.4 M	15.3 M
GM%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%



Net Sales

Comaprison

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%



Note: Do not modify pivot table.

Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
3.8 M	3.7 M	3.8 M	3.6 M	3.8 M	3.7 M	51.2 M
2.7 M	2.6 M	2.6 M	2.6 M	2.7 M	2.6 M	36.2 M
41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
1.3 M	4.8 M	6.2 M	9.3 M	10.2 M	10.5 M	123.4 M
0.8 M	2.9 M	3.7 M	5.5 M	5.9 M	6.1 M	73.3 M
36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

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



1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%