

**FILTERS**

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

**P & L****By Fiscal Years**

All values are in USD

**Note:**Do not modify the 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	4.7M	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  
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 FY **2020**

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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	12.8M	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 Years**

All values are in USD

**Note:**Do not modify the 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	34.7M	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

<b>21 vs 20</b>	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%
<b>20 vs 19</b>	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%



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

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

Q3			Q4			
Mar	Apr	May	Jun	Jul	Aug	



44.0M	43.5M	44.4M	41.5M	44.0M	43.0M
28.0M	27.7M	28.1M	26.4M	28.0M	27.4M
16.0M	15.8M	16.3M	15.1M	16.0M	15.6M
36.4%	36.3%	36.6%	36.4%	36.4%	36.3%

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



Grand Total

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87.5M
51.2M
36.2M
41.4%

Grand Total

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196.7M
123.4M
73.3M
37.3%

Grand Total

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598.9M  
380.7M  
218.2M  
36.4%

204.5%  
124.8%