

**FILTERS**

region All

market All

division All

customer All

FY **2019****P & L****By Fiscal Years**

All values in USD

Note: Do not modify the Pivot Table

Metrics	Quarters					
	Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	
Net Sales	6.5M	8.0M		10.7M	11.4M	6.5M
cogs	3.8M	4.7M		6.3M	6.7M	3.9M
Gross Margin	2.6M	3.4M		4.5M	4.7M	2.7M
G M %	40.9%	42.0%		41.5%	41.4%	40.9%

region All

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FY **2020****P & L****By Fiscal Years**

All values in USD

Note: 21 vs 20 is not part of Pivot table

Metrics	Quarters					
	Q1			Q2		
	5	Oct	Nov	Dec	Jan	
Net Sales	17.1M	20.6M		28.7M	29.9M	17.1M
cogs	10.6M	12.8M		18.1M	18.9M	10.7M
Gross Margin	6.5M	7.8M		10.6M	11.0M	6.5M
G M %	37.8%	37.8%		37.0%	36.8%	37.8%

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FY **2021****P & L****By Fiscal Years**

All values in USD

Note: 21 vs 20 is not part of Pivot table

Metrics	Quarters					
	Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	
Net Sales	44.8M	54.6M		74.3M	78.1M	44.8M
cogs	28.4M	34.7M		47.4M	49.8M	28.4M
Gross Margin	16.4M	19.9M		27.0M	28.3M	16.4M
G M %	36.7%	36.5%		36.3%	36.3%	36.7%



Net Sales
Comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%



	Q3			Q4			
Feb	Mar	Apr	May	Jun	Jul	Aug	
6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	
3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	
2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	
41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	

	Q3			Q4			
Feb	Mar	Apr	May	Jun	Jul	Aug	
15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	
9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	
6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	
37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	

	Q3			Q4			
Feb	Mar	Apr	May	Jun	Jul	Aug	
41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	
26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	
15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	
36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	



162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%
162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%



Grand Total

87.5M
51.2M
36.2M
41.4%

Grand Total

196.7M
123.4M
73.3M
37.3%

Grand Total

598.9M
380.7M
218.2M
36.4%



204.5%
124.8%