



region All
market All
division All
customer All
FY 2019

P & L

By Fiscal Months

All values are in USD

Note: Do not modify the pivot ta

Values	Quarters							
	Q1				Q2			
	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%

region All
market All
division All
customer All
FY 2020

P & L

By Fiscal Months

All values are in USD

Note: Do not modify the pivot ta

Values	Quarters							
	Q1				Q2			
	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%

region All
market All
division All
customer All
FY 2021

P & L

By Fiscal Months

All values are in USD

Note: Do not modify the pivot ta

Values	Quarters							
	Q1				Q2			
	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%