

**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			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar
net sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M
GM%	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%

region All
 market All
 division All
 customer All
 FY 2020

P & L**By Fiscal Years**

All values are in USD

Metrics	Quarters						
	Q1		Q2			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar
net sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M
GM%	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%

region All
 market All
 division All
 customer All
 FY 2021

P & L**By Fiscal Years**

All values are in USD

Metrics	Quarters						
	Q1		Q2			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar
net sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M
GM%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%



Net Sales
comaprison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%
20 vs19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%



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

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

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



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