

**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

Quarters

Q1**Q2****Q3**

Metrics	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

Quarters

Q1**Q2****Q3**

Metrics	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

Quarters

Q1**Q2****Q3**

Metrics	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%