

## Filters

region	All
market	All
division	All
customer	All
FY	2019

## P &amp; L

## By Fiscal Year

All values are in USD

Note: 2021 vs 2020 is not a part of pivot table

Metrics	Quarters Q1			Q1 Total	Q2			Q2 Total	Q3			Q3 Total	Q4			Q4 Total	Grand Total
	Sep	Oct	Nov		Dec	Jan	Feb		Mar	Apr	May		Jun	Jul	Aug		
Net Sales	6.5M	8.0M	10.7M	25.2M	11.4M	6.5M	6.1M	24.0M	6.4M	6.3M	6.5M	19.2M	6.2M	6.5M	6.3M	19.0M	87.5M
COGS	3.8M	4.7M	6.3M	14.8M	6.7M	3.9M	3.5M	14.1M	3.8M	3.7M	3.8M	11.3M	3.6M	3.8M	3.7M	11.1M	51.2M
Gross Margin	2.6M	3.4M	4.5M	10.5M	4.7M	2.7M	2.6M	9.9M	2.7M	2.6M	2.6M	7.9M	2.6M	2.7M	2.6M	7.9M	36.2M
GM%	40.9%	42.0%	41.5%	41.5%	41.4%	40.9%	41.9%	41.4%	41.5%	41.4%	40.8%	41.2%	42.0%	41.5%	41.4%	41.6%	41.4%

## Filters

region	All
market	All
division	All
customer	All
FY	2020

## P &amp; L

## By Fiscal Year

All values are in USD

Note: 2021 vs 2020 is not a part of pivot table

Metrics	Quarters Q1			Q1 Total	Q2			Q2 Total	Q3			Q3 Total	Q4			Q4 Total	Grand Total
	Sep	Oct	Nov		Dec	Jan	Feb		Mar	Apr	May		Jun	Jul	Aug		
Net Sales	17.1M	20.6M	28.7M	66.4M	29.9M	17.1M	15.9M	63.0M	2.1M	7.8M	9.9M	19.8M	14.9M	16.1M	16.5M	47.5M	196.7M
COGS	10.6M	12.8M	18.1M	41.5M	18.9M	10.7M	9.9M	39.5M	1.3M	4.8M	6.2M	12.4M	9.3M	10.2M	10.5M	30.0M	123.4M
Gross Margin	6.5M	7.8M	10.6M	24.9M	11.0M	6.5M	6.0M	23.5M	0.8M	2.9M	3.7M	7.4M	5.5M	5.9M	6.1M	17.5M	73.3M
GM%	37.8%	37.8%	37.0%	37.5%	36.8%	37.8%	37.7%	37.3%	36.7%	37.7%	37.5%	37.5%	37.3%	36.7%	36.8%	36.9%	37.3%

## Filters

region	All
market	All
division	All
customer	All
FY	2021

## P &amp; L

## By Fiscal Year

All values are in USD

Note: 2021 vs 2020 is not a part of pivot table

Metrics	Quarters Q1			Q1 Total	Q2			Q2 Total	Q3			Q3 Total	Q4			Q4 Total	Grand Total
	Sep	Oct	Nov		Dec	Jan	Feb		Mar	Apr	May		Jun	Jul	Aug		
Net Sales	44.8M	54.6M	74.3M	173.8M	78.1M	44.8M	41.8M	164.7M	44.0M	43.5M	44.4M	131.9M	41.5M	44.0M	43.0M	128.6M	598.9M
COGS	28.4M	34.7M	47.4M	110.4M	49.8M	28.4M	26.5M	104.7M	28.0M	27.7M	28.1M	83.8M	26.4M	28.0M	27.4M	81.8M	380.7M
Gross Margin	16.4M	19.9M	27.0M	63.3M	28.3M	16.4M	15.3M	60.0M	16.0M	15.8M	16.3M	48.1M	15.1M	16.0M	15.6M	46.7M	218.2M
GM%	36.7%	36.5%	36.3%	36.5%	36.3%	36.7%	36.5%	36.4%	36.4%	36.3%	36.6%	36.4%	36.4%	36.4%	36.3%	36.4%	36.4%



Net Sales  
Comparison

21 vs 20	162.1%	164.7%	159.1%	161.6%	161.0%	161.4%	162.5%	161.5%	1981.6%	461.2%	347.0%	566.0%	178.6%	173.9%	160.3%
20 vs 19	164.6%	156.6%	167.3%	163.2%	161.5%	162.8%	162.0%	162.0%	-67.1%	22.7%	53.1%	3.0%	140.7%	148.0%	162.0%