

**FILTERS**

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 table

Metrics	Fiscal Years				
	Q1		Q2		
	Sep	Oct	Nov	Dec	Jan
net_sales	6.5M	8.0M	10.7M	11.4M	6.5M
Sum of total cogs	3.8M	4.7M	6.3M	6.7M	3.9M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M
GM %	40.9%	42.0%	41.5%	41.4%	40.9%

region All  
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 FY 2020

**P & L****By Fiscal Months**

All values are in USD

Note: 21 vs 20 is not part of pivot table

Metrics	Fiscal Years				
	Q1		Q2		
	Sep	Oct	Nov	Dec	Jan
net_sales	17.1M	20.6M	28.7M	29.9M	17.1M
Sum of total cogs	10.6M	12.8M	18.1M	18.9M	10.7M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M
GM %	37.8%	37.8%	37.0%	36.8%	37.8%

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 FY 2021

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Note: 21 vs 20 is not part of pivot table

Metrics	Fiscal Years				
	Q1		Q2		
	Sep	Oct	Nov	Dec	Jan



net_sales	44.8M	54.6M	74.3M	78.1M	44.8M
Sum of total cogs	28.4M	34.7M	47.4M	49.8M	28.4M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M
GM %	36.7%	36.5%	36.3%	36.3%	36.7%

Net Sales  
Comparision

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%



Q2	Q3	Q4			Grand Total		
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%

Q2	Q3	Q4			Grand Total		
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%

Q2	Q3	Q4			Grand Total		
Feb	Mar	Apr	May	Jun	Jul	Aug	



41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%