

region All
 market All
 division All
 customer All
 Fiscal Year **2019**

P&L
By Fiscal Year
 All values are in USD

Values	Fiscal Year		Fiscal Year	
	Q1		Q2	
	Sep	Oct	Nov	Dec
Net Sales	6.5M	8.0M	10.7M	11.4M
COGS	3.8M	4.7M	6.3M	6.7M
Gross Margin	2.6M	3.4M	4.5M	4.7M
Gross Margin %	40.87%	41.97%	41.49%	41.39%

region All
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 Fiscal Year **2020**

P&L
By Fiscal Year
 All values are in USD

Values	Fiscal Year		Fiscal Year	
	Q1		Q2	
	Sep	Oct	Nov	Dec
Net Sales	17.1M	20.6M	28.7M	29.9M
COGS	10.6M	12.8M	18.1M	18.9M
Gross Margin	6.5M	7.8M	10.6M	11.0M
Gross Margin %	37.77%	37.78%	37.04%	36.81%

region All
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 Fiscal Year **2021**

P&L
By Fiscal Year
 All values are in USD

Values	Fiscal Year		Fiscal Year	
	Q1		Q2	
	Sep	Oct	Nov	Dec
Net Sales	44.8M	54.6M	74.3M	78.1M
COGS	28.4M	34.7M	47.4M	49.8M
Gross Margin	16.4M	19.9M	27.0M	28.3M

Gross Margin %	36.65%	36.52%	36.29%	36.26%
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**Net Sales
Comparison**

21 vs 20	162.1%	164.7%	159.1%	161.0%
20 vs 19	164.6%	156.6%	167.3%	161.5%

21 vs 20(Growth) 162.1%

Note: Do not modify the Pivot Table

Q2		Q3			Q4	
Jan	Feb	Mar	Apr	May	Jun	
6.5M	6.1M	6.4M	6.3M	6.5M	6.2M	
3.9M	3.5M	3.8M	3.7M	3.8M	3.6M	
2.7M	2.6M	2.7M	2.6M	2.6M	2.6M	
40.87%	41.94%	41.45%	41.39%	40.79%	42.00%	

Q2		Q3			Q4	
Jan	Feb	Mar	Apr	May	Jun	
17.1M	15.9M	2.1M	7.8M	9.9M	14.9M	
10.7M	9.9M	1.3M	4.8M	6.2M	9.3M	
6.5M	6.0M	0.8M	2.9M	3.7M	5.5M	
37.75%	37.74%	36.68%	37.73%	37.49%	37.27%	

Q2		Q3			Q4	
Jan	Feb	Mar	Apr	May	Jun	
44.8M	41.8M	44.0M	43.5M	44.4M	41.5M	
28.4M	26.5M	28.0M	27.7M	28.1M	26.4M	
16.4M	15.3M	16.0M	15.8M	16.3M	15.1M	

36.68%	36.53%	36.37%	36.33%	36.63%	36.45%
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161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%
162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%

Q4		Grand Total
Jul	Aug	
6.5M	6.3M	87.5M
3.8M	3.7M	51.2M
2.7M	2.6M	36.2M
41.48%	41.39%	41.43%

Q4		Grand Total
Jul	Aug	
16.1M	16.5M	196.7M
10.2M	10.5M	123.4M
5.9M	6.1M	73.3M
36.68%	36.79%	37.28%

Q4		Grand Total
Jul	Aug	
44.0M	43.0M	598.9M
28.0M	27.4M	380.7M
16.0M	15.6M	218.2M

36.37%	36.26%	36.43%
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173.9%	160.3%	204.5%
148.0%	162.0%	124.8%