



region All  
market All  
division All  
customer All  
FY **2019**

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

All values in USD

Note: Do not modify the pivot table

Metrics	Quarters							
	Q1		Q2					
	Sep	Oct	Nov	Dec	Jan	Feb		
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M		
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M		
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M		
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%		

region All  
market All  
division All  
customer All  
FY **2020**

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

All values in USD

Note: 21 vs 20 is not part of pivot table

Metrics	Quarters							
	Q1		Q2					
	Sep	Oct	Nov	Dec	Jan	Feb		
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M		
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M		
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M		
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%		

region All  
market All  
division All  
customer All  
FY **2021**

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

All values in USD

Note: 21 vs 20 is not part of pivot table

Metrics	Quarters							
	Q1		Q2					
	Sep	Oct	Nov	Dec	Jan	Feb		
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M		
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M		
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M		
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%		



Net Sales  
Comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%