

**FILTERS**

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

**P & L****By Fiscal Years**

All values in USD

Note: 21 vs 20 is not part of pivot table

	Quarter				
	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>Grand Total</b>
<b>Metrics</b>					
Net Sales	25.2M	24.0M	19.2M	19.0M	87.5M
COGS	14.8M	14.1M	11.3M	11.1M	51.2M
Gross Margin	10.5M	9.9M	7.9M	7.9M	36.2M
GM %	41.5%	41.4%	41.2%	41.6%	41.4%

region All  
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 division All  
 FY **2020**

**P & L****By Fiscal Years**

All values in USD

	Quarter				
	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>Grand Total</b>
<b>Metrics</b>					
Net Sales	66.4M	63.0M	19.8M	47.5M	196.7M
COGS	41.5M	39.5M	12.4M	30.0M	123.4M
Gross Margin	24.9M	23.5M	7.4M	17.5M	73.3M
GM %	37.5%	37.3%	37.5%	36.9%	37.3%

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

**P & L****By Fiscal Years**

All values in USD

	Quarter				
	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>Grand Total</b>
<b>Metrics</b>					
Net Sales	173.8M	164.7M	131.9M	128.6M	598.9M
COGS	110.4M	104.7M	83.8M	81.8M	380.7M
Gross Margin	63.3M	60.0M	48.1M	46.7M	218.2M
GM %	36.5%	36.4%	36.4%	36.4%	36.4%



**Net Sales  
Comparison**  
**21 vs 20**  
**20 vs 19**

161.6%	161.5%	566.0%	170.7%	204.5%
163.2%	162.0%	3.0%	150.3%	124.8%