

**FILTERS**

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	Q3				
	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M
GM%	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%

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	Q3				
	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M
GM%	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%

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	Q3				
	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M
GM%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%

Net Sales**Compaision**

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%