

**FILTERS**

market All
region All
division All
customer All
FY 2019

P & L**By Fiscal Years**

All Values In USD

Note: Do Not modify the pivot table

Metrics	Quarter					
	Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	
Net Sales	6.5M	8.0M	10.7M		11.4M	6.5M
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%

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FY 2020

P & L**By Fiscal Years**

All Values In USD

Metrics	Quarter					
	Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	
Net Sales	17.1M	20.6M	28.7M		29.9M	17.1M
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%

market All
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FY 2021

P & L**By Fiscal Years**

All Values In USD

Metrics	Quarter					
	Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	
Net Sales	44.8M	54.6M	74.3M		78.1M	44.8M
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
Comparison**

21 vs 20	262.1%	264.7%	259.1%	261.0%	261.4%
20 vs 19	264.6%	256.6%	267.3%	261.5%	262.8%



















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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		87.5M
3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M		51.2M
2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M		36.2M
41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%		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		196.7M
9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M		123.4M
6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M		73.3M
37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%		37.3%

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%



262.5%	2081.6%	561.2%	447.0%	278.6%	273.9%	260.3%	304.5%
262.0%	32.9%	122.7%	153.1%	240.7%	248.0%	262.0%	224.8%