

**FILTERS**

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

P & L**By Fiscal Months**

All values in USD

Note: Do not modify the pivot table

Metrics	Fiscal Years					
	Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	
Net Sales	68.4M	83.3M	113.8M	119.4M	68.4M	
COGS	42.9M	52.2M	71.7M	75.4M	42.9M	
Gross Margin	25.5M	31.1M	42.1M	44.0M	25.6M	
GM %	37.3%	37.4%	37.0%	36.9%	37.3%	

region All
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 division All
 FY **2019**

P & L**By Fiscal Years**

All values in USD

Note: 21 vs 20 is not part of pivot tab

	Fiscal Years					
	Q1			Q2		
Metrics	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%	

region All
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 FY **2020**

P & L**By Fiscal Years**

All values in USD

Note: 21 vs 20 is not part of pivot tab

Metrics	Fiscal Years					Jan
	Q1		Nov	Q2		
	Sep	Oct		Dec		
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%	



region All
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 FY **2021**

P & L By Fiscal Years

All values in USD

Note: 21 vs 20 is not part of pivot tab

Metrics	Fiscal Years					
	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	162.1%	164.7%	159.1%	161.0%	161.4%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%

Q2	Q3		Q4			Grand Total	
Feb	Mar	Apr	May	Jun	Jul	Aug	
63.8M	52.5M	57.6M	60.8M	62.5M	66.6M	65.9M	883.0M
40.0M	33.1M	36.3M	38.2M	39.3M	42.0M	41.6M	555.3M
23.8M	19.4M	21.4M	22.6M	23.3M	24.6M	24.3M	327.7M
37.3%	37.0%	37.1%	37.2%	37.2%	36.9%	36.9%	37.1%

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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%

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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%



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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%

162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%