

**FILTERS**

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

P&L**By Fiscal Years**

All Values are in USD

Note: 21 vs 20 is not part of table

Metrics	Quarters			Quarters		
	Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	
NetSales	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**

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Metrics	Quarters			Quarters		
	Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	
NetSales	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%	

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 FY **2021**

P&L**By Fiscal Years**

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Note: 21 vs 20 is not part of table

Metrics	Quarters			Quarters		
	Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	
NetSales	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%



Note: Do not moify th pivot table

Q2	Q3		Q4	
Feb	Mar	Apr	May	Jun
6.1M	6.4M	6.3M	6.5M	6.2M
3.5M	3.8M	3.7M	3.8M	3.6M
2.6M	2.7M	2.6M	2.6M	2.6M
41.9%	41.5%	41.4%	40.8%	42.0%

Q2	Q3		Q4	
Feb	Mar	Apr	May	Jun
15.9M	2.1M	7.8M	9.9M	14.9M
9.9M	1.3M	4.8M	6.2M	9.3M
6.0M	0.8M	2.9M	3.7M	5.5M
37.7%	36.7%	37.7%	37.5%	37.3%

Q2	Q3		Q4	
Feb	Mar	Apr	May	Jun
41.8M	44.0M	43.5M	44.4M	41.5M
26.5M	28.0M	27.7M	28.1M	26.4M
15.3M	16.0M	15.8M	16.3M	15.1M
36.5%	36.4%	36.3%	36.6%	36.4%



162.5%	1981.6%	461.2%	347.0%	178.6%
162.0%	-67.1%	22.7%	53.1%	140.7%



Q4			Grand Total
Jul	Aug		
	6.5M	6.3M	87.5M
	3.8M	3.7M	51.2M
	2.7M	2.6M	36.2M
	41.5%	41.4%	41.4%

Q4			Grand Total
Jul	Aug		
	16.1M	16.5M	196.7M
	10.2M	10.5M	123.4M
	5.9M	6.1M	73.3M
	36.7%	36.8%	37.3%

Q4			Grand Total
Jul	Aug		
	44.0M	43.0M	598.9M
	28.0M	27.4M	380.7M
	16.0M	15.6M	218.2M
	36.4%	36.3%	36.4%



173.9%	160.3%	204.5%
148.0%	162.0%	124.8%