

FILTERS

market All
region All
division All
customer All
FY 2019

P & L

By Fiscal Years

All Values in USD

Note: Do Not Modify 1

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%

market All
region All
division All
customer All
FY 2020

P & L

By Fiscal Years

All Values in USD

Note: 21vs20 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%

market All
region All
division All
customer All
FY 2021

P & L

By Fiscal Years

All Values in USD

Note: 21vs20 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
Comparison

21 vs 20	262.1%	264.7%	259.1%	261.0%	261.4%	262.5%	2081.6%
20 vs 19	264.6%	256.6%	267.3%	261.5%	262.8%	262.0%	32.9%



The Pivot Table

Q3	Q4				Grand Total
Apr	May	Jun	Jul	Aug	
6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

Q3	Q4				Grand Total
Apr	May	Jun	Jul	Aug	
7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

Q3	Q4				Grand Total
Apr	May	Jun	Jul	Aug	
43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
36.3%	36.6%	36.4%	36.4%	36.3%	36.4%



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