

**FILTERS**

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

**P & L****By Fiscal Year**

All Values are in USD

Metrics	Quarters				
	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%

region All  
 market All  
 division All  
 customer All  
 FY **2020**

**P & L****By Fiscal Year**

All Values are in USD

Note: 21 vs 20 is not part of pivot table

Metrics	Quarters				
	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%

region All  
 market All  
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 FY **2021**

**P & L****By Fiscal Year**

All Values are in USD

Note: 21 vs 20 is not part of pivot table

Metrics	Quarters				
	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**

<b>21 vs 20</b>	162.1%	164.7%	159.1%	161.0%	161.4%
<b>20 vs 19</b>	164.6%	156.6%	167.3%	161.5%	162.8%



Note: Do not modify Pivot table

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%