

**FILTERS**

region All
 division All
 market All
 customer All
 FY

2019**P & L****BY Fiscal Months****All Values are in USD**

Metrics	Quarters			
	Q1		Q2	
	Sep	Oct	Nov	Dec
NetSales	6.5M	8.0M	10.7M	11.4M
COGS	3.8M	4.7M	6.3M	6.7M
Gross Margin	2.6M	3.4M	4.5M	4.7M
GM%	40.9%	42.0%	41.5%	41.4%

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2020**P & L****BY Fiscal Months****All Values are in USD**

Metrics	Quarters			
	Q1		Q2	
	Sep	Oct	Nov	Dec
NetSales	17.1M	20.6M	28.7M	29.9M
COGS	10.6M	12.8M	18.1M	18.9M
Gross Margin	6.5M	7.8M	10.6M	11.0M
GM%	37.8%	37.8%	37.0%	36.8%

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2021**P & L****BY Fiscal Months****All Values are in USD**

Metrics	Quarters			
	Q1		Q2	
	Sep	Oct	Nov	Dec
NetSales	44.8M	54.6M	74.3M	78.1M
COGS	28.4M	34.7M	47.4M	49.8M
Gross Margin	16.4M	19.9M	27.0M	28.3M
GM%	36.7%	36.5%	36.3%	36.3%



Net Sales Comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%
20 vs 19	164.6%	156.6%	167.3%	161.5%

Notes: Do not modify the pivot table

Q2		Q3			Q4			Grand Total	
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
6.5M	6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M	
3.9M	3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M	
2.7M	2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M	
40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%	

Q2		Q3			Q4			Grand Total	
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
17.1M	15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M	
10.7M	9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M	
6.5M	6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M	
37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%	

Q2	Q3			Q4			Grand Total	
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
44.8M	41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
28.4M	26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
16.4M	15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%



161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%



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