



## FILTERS

region All  
market All  
division All  
customer All  
FY 2019

## P &amp; L

by Years, Quarters, Month

All values in USD

Note: Do not change the pivot table

	Fiscal Year														Grand Total		
	Q1				Q2				Q3				Q4				
Values	Nov	Oct	Sep	Dec	Feb	Jan	Apr	Mar	May	Aug	Jul	Jun					
Net Sales	10.7M	8.0M	6.5M	11.4M	6.1M	6.5M	6.3M	6.4M	6.5M	6.3M	6.5M	6.2M	87.5M				
COGS_	6.3M	4.7M	3.8M	6.7M	3.5M	3.9M	3.7M	3.8M	3.8M	3.7M	3.8M	3.6M	51.2M				
Gross Margin	4.5M	3.4M	2.6M	4.7M	2.6M	2.7M	2.6M	2.7M	2.6M	2.6M	2.7M	2.6M	36.2M				
Gross Margin%	41.5%	42.0%	40.9%	41.4%	41.9%	40.9%	41.4%	41.5%	40.8%	41.4%	41.5%	42.0%	41.4%				

region All  
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FY 2020

## P &amp; L

by Years, Quarters, Month

All values in USD

	Fiscal Year												Grand Total
	Q1			Q2			Q3			Q4			
Values	Nov	Oct	Sep	Dec	Feb	Jan	Apr	Mar	May	Aug	Jul	Jun	
Net Sales	28.7M	20.6M	17.1M	29.9M	15.9M	17.1M	7.8M	2.1M	9.9M	16.5M	16.1M	14.9M	196.7M
COGS_	18.1M	12.8M	10.6M	18.9M	9.9M	10.7M	4.8M	1.3M	6.2M	10.5M	10.2M	9.3M	123.4M
Gross Margin	10.6M	7.8M	6.5M	11.0M	6.0M	6.5M	2.9M	0.8M	3.7M	6.1M	5.9M	5.5M	73.3M
Gross Margin%	37.0%	37.8%	37.8%	36.8%	37.7%	37.8%	37.7%	36.7%	37.5%	36.8%	36.7%	37.3%	37.3%

region All  
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FY 2021

## P &amp; L

by Years, Quarters, Month

All values in USD

	Fiscal Year												Grand Total
	Q1			Q2			Q3			Q4			
Values	Nov	Oct	Sep	Dec	Feb	Jan	Apr	Mar	May	Aug	Jul	Jun	
Net Sales	74.3M	54.6M	44.8M	78.1M	41.8M	44.8M	43.5M	44.0M	44.4M	43.0M	44.0M	41.5M	598.9M
COGS_	47.4M	34.7M	28.4M	49.8M	26.5M	28.4M	27.7M	28.0M	28.1M	27.4M	28.0M	26.4M	380.7M
Gross Margin	27.0M	19.9M	16.4M	28.3M	15.3M	16.4M	15.8M	16.0M	16.3M	15.6M	16.0M	15.1M	218.2M
Gross Margin%	36.3%	36.5%	36.7%	36.3%	36.5%	36.7%	36.3%	36.4%	36.6%	36.3%	36.4%	36.4%	36.4%

## Net Sales

## Comparison

	Nov	Oct	Sep	Dec	Feb	Jan	Apr	Mar	May	Aug	Jul	Jun	Grand Total
2021 v/s 2020	159.1%	164.7%	162.1%	161.0%	162.5%	161.4%	461.2%	1981.6%	347.0%	160.3%	173.9%	178.6%	204.5%
2020 v/s 2019	167.3%	156.6%	164.6%	161.5%	162.0%	162.8%	22.7%	-67.1%	53.1%	162.0%	148.0%	140.7%	124.8%