



market	All
FY	2019
region	All
customer	All
division	All

P & L By FY report

Column Labels												
Matrix	Q1			Q2			Q3			Q4		
	September	October	November	December	January	February	March	April	May	June	July	August
Net Sales Amount	6.46M	8.04M	10.74M	11.44M	6.52M	6.08M	6.41M	6.32M	6.49M	6.18M	6.48M	6.31M
COGS	3.82M	4.66M	6.28M	6.70M	3.86M	3.53M	3.75M	3.71M	3.84M	3.59M	3.79M	3.70M
Gross Margin	2.64M	3.37M	4.45M	4.73M	2.67M	2.55M	2.66M	2.62M	2.65M	2.60M	2.69M	2.61M
GM%	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%	41.45%	41.39%	40.79%	42.00%	41.48%	41.39%

market	All
FY	2020
region	All
customer	All
division	All

Column Labels												
Matrix	Q1			Q2			Q3			Q4		
	September	October	November	December	January	February	March	April	May	June	July	August
Net Sales Amount	17.10M	20.63M	28.69M	29.90M	17.13M	15.93M	2.11M	7.76M	9.93M	14.88M	16.08M	16.54M
COGS	10.64M	12.83M	18.07M	18.89M	10.67M	9.92M	1.34M	4.83M	6.21M	9.34M	10.18M	10.45M
Gross Margin	6.46M	7.79M	10.63M	11.01M	6.47M	6.01M	0.77M	2.93M	3.72M	5.55M	5.90M	6.08M
GM%	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%	36.68%	37.73%	37.49%	37.27%	36.68%	36.79%

market	All
FY	2021
region	All
customer	All
division	All

Column Labels												
Matrix	Q1			Q2			Q3			Q4		
	September	October	November	December	January	February	March	April	May	June	July	August
Net Sales Amount	44.82M	54.59M	74.34M	78.06M	44.79M	41.82M	43.95M	43.54M	44.40M	41.47M	44.05M	43.05M
COGS	28.39M	34.65M	47.34M	49.74M	28.36M	26.54M	27.97M	27.72M	28.13M	26.35M	28.03M	27.44M
Gross Margin	16.43M	19.94M	26.98M	28.30M	16.43M	15.28M	15.98M	15.82M	16.27M	15.11M	16.02M	15.61M
GM%	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%	36.37%	36.33%	36.63%	36.45%	36.37%	36.26%

21 Vs 20	262.06%	264.68%	259.10%	261.05%	261.40%	262.49%	2081.59%	561.21%	447.02%	278.64%	273.93%	260.31%
20 Vs 19	264.63%	256.58%	267.27%	261.45%	262.75%	262.02%	32.93%	122.73%	153.05%	240.65%	248.00%	262.03%