



FILTERS

region	All
market	All
customer	All
division	All
FY	2019

Note: Don not modify the Pivot Table

P&L-2019
Quarters
All values in USD

Metrics	Quarter Q1			Q2		Q3		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M
GM%	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%

region	All
market	All
customer	All
division	All
FY	2020

P&L-2020
Quarters
All values in USD

Metrics	Quarter Q1			Q2		Q3		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M
GM%	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%

region	All
market	All
customer	All
division	All
FY	2021

P&L-2021
Quarters
All values in USD

Metrics	Quarter Q1			Q2		Q3		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M
GM%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%

Net Sales
Comparsion

21 Vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%





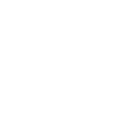
















Q3	Q4		Grand Total	
May	Jun	Jul	Aug	
6.5M	6.2M	6.5M	6.3M	87.5M
3.8M	3.6M	3.8M	3.7M	51.2M
2.6M	2.6M	2.7M	2.6M	36.2M
40.8%	42.0%	41.5%	41.4%	41.4%

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

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

347.0%	178.6%	173.9%	160.3%	204.5%
53.1%	140.7%	148.0%	162.0%	124.8%