

division	All
customer	All
region	All
market	All
FY	2019

P & L by Fiscal Month and Quarter

note: do not modify pivot table

Values	quarters							
	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
sum_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%	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%	41.45%	41.39%

division	All
region	All
market	All
FY	2020
customer	All

P & L by Fiscal Month and Quarter

note: 2021 vs 2020 is not part of pivot

Values	quarters							
	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
sum_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%	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%	36.68%	37.73%

division	All
region	All
market	All
FY	2021
customer	All

P & L by Fiscal Month and Quarter

note: do not modify pivot table

Values	quarters							
	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
sum_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%	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%	36.37%	36.33%

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
40.79%	42.00%	41.48%	41.39%	41.43%

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
37.49%	37.27%	36.68%	36.79%	37.28%

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
36.63%	36.45%	36.37%	36.26%	36.43%