

**FILTER**

region All
market All
division All
customer All
FY All

P & L Fiscal Year

Note : 21 vs 20 is not a part of

All Values are in USD

Metrics	Quarter's Q1		Q2	
	Sep	Oct	Nov	Dec
net sales	68.4 M	83.3 M	113.8 M	119.4 M
cogs	40.8 M	49.6 M	68.2 M	71.7 M
gross_margin	27.6 M	33.7 M	45.5 M	47.7 M
GM%	40.4%	40.4%	40.0%	39.9%

region All
market All
division All
customer All
FY 2019

P & L Fiscal Year

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All Values are in USD

Metrics	Quarter's Q1		Q2	
	Sep	Oct	Nov	Dec
net sales	6.5 M	8.0 M	10.7 M	11.4 M
cogs	3.6 M	4.4 M	6.0 M	6.4 M
gross_margin	2.8 M	3.6 M	4.8 M	5.1 M
GM%	43.7%	44.8%	44.3%	44.2%

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Metrics	Quarter's Q1		Q2	
	Sep	Oct	Nov	Dec
net sales	17.1 M	20.6 M	28.7 M	29.9 M
cogs	10.1 M	12.2 M	17.2 M	18.0 M
gross_margin	7.0 M	8.4 M	11.5 M	11.9 M
GM%	40.9%	40.9%	40.1%	39.9%

region All
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FY 2021

P & L Fiscal Year

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Metrics	Quarter's Q1		Q2	
	Sep	Oct	Nov	Dec
net sales	44.8 M	54.6 M	74.3 M	78.1 M
cogs	27.0 M	33.0 M	45.1 M	47.4 M
gross_margin	17.8 M	21.6 M	29.3 M	30.7 M
GM%	39.8%	39.6%	39.4%	39.3%

**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%



pivot table

Note : Do not Modify Pivot table

Q2			Q3			Q4		
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
68.4 M		63.8 M	52.5 M	57.6 M	60.8 M	62.5 M	66.6 M	65.9 M
40.8 M		38.0 M	31.5 M	34.5 M	36.3 M	37.4 M	40.0 M	39.6 M
27.7 M		25.8 M	21.0 M	23.1 M	24.5 M	25.2 M	26.6 M	26.3 M
40.4%		40.4%	40.1%	40.1%	40.3%	40.3%	40.0%	39.9%

pivot table

Q2			Q3			Q4		
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
6.5 M		6.1 M	6.4 M	6.3 M	6.5 M	6.2 M	6.5 M	6.3 M
3.7 M		3.4 M	3.6 M	3.5 M	3.7 M	3.4 M	3.6 M	3.5 M
2.9 M		2.7 M	2.8 M	2.8 M	2.8 M	2.8 M	2.9 M	2.8 M
43.7%		44.8%	44.3%	44.2%	43.6%	44.8%	44.3%	44.2%

pivot table

Q2			Q3			Q4		
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
17.1 M		15.9 M	2.1 M	7.8 M	9.9 M	14.9 M	16.1 M	16.5 M
10.1 M		9.4 M	1.3 M	4.6 M	5.9 M	8.9 M	9.7 M	9.9 M
7.0 M		6.5 M	0.8 M	3.2 M	4.0 M	6.0 M	6.4 M	6.6 M
40.8%		40.8%	39.8%	40.8%	40.6%	40.4%	39.8%	39.9%



pivot table

Q2		Q3			Q4			
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
	44.8 M	41.8 M	44.0 M	43.5 M	44.4 M	41.5 M	44.0 M	43.0 M
	27.0 M	25.3 M	26.6 M	26.4 M	26.8 M	25.1 M	26.7 M	26.1 M
	17.8 M	16.6 M	17.3 M	17.2 M	17.6 M	16.4 M	17.4 M	16.9 M
	39.8%	39.6%	39.5%	39.4%	39.7%	39.5%	39.5%	39.3%

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



Grand Total

883.0 M
528.3 M
354.7 M
40.2%

Grand Total

87.5 M
48.8 M
38.7 M
44.2%

Grand Total

196.7 M
117.3 M
79.4 M
40.4%



Grand Total

598.9 M
362.2 M
236.7 M
39.5%

204.5%
124.8%