

FILTERS

region	All
market	All
division	All
customer	All
Fiscal year	2019

Note: Do not modify pivot table.

P & L by Month and Quarters

All values in USD

Note: 21 vs 20 is not part of pivot table

Metrics	Quarters					
	Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	
net_sales	6.5M	8.0M	10.7M	11.4M		6.5M
cogs	3.8M	4.7M	6.3M	6.7M		3.9M
Gross Margin	2.6M	3.4M	4.5M	4.7M		2.7M
GM %	40.9%	42.0%	41.5%	41.4%		40.9%

region	All
market	All
division	All
customer	All
Fiscal year	2020

P & L by Month and Quarters

All values in USD

Note: 21 vs 20 is not part of pivot table

Metrics	Quarters					
	Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	
net_sales	17.1M	20.6M	28.7M	29.9M		17.1M
cogs	10.6M	12.8M	18.1M	18.9M		10.7M
Gross Margin	6.5M	7.8M	10.6M	11.0M		6.5M
GM %	37.8%	37.8%	37.0%	36.8%		37.8%

region	All
market	All
division	All
customer	All
Fiscal year	2021

P & L by Month and Quarters

All values in USD

Note: 21 vs 20 is not part of pivot table



Metrics	Quarters					
	Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	
net_sales	44.8M	54.6M	74.3M	78.1M		44.8M
cogs	28.4M	34.7M	47.4M	49.8M		28.4M
Gross Margin	16.4M	19.9M	27.0M	28.3M		16.4M
GM %	36.7%	36.5%	36.3%	36.3%		36.7%

Net Sales Comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%

able.

Q2	Q3			Q4			Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug	
6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

able.

Q2	Q3			Q4			Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug	
15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

able.



Q2	Q3				Q4			Grand Total
Feb	Mar	Apr	May		Jun	Jul	Aug	
41.8M	44.0M	43.5M	44.4M		41.5M	44.0M	43.0M	598.9M
26.5M	28.0M	27.7M	28.1M		26.4M	28.0M	27.4M	380.7M
15.3M	16.0M	15.8M	16.3M		15.1M	16.0M	15.6M	218.2M
36.5%	36.4%	36.3%	36.6%		36.4%	36.4%	36.3%	36.4%

162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%