



FILTERS

region	All
market	All
division	All
customer	All
FY	2019

P & L

By Fiscal Months

All Values are in USD

Note : Do r

Quarters

Q1

Q2

Metrics	Sep	Oct	Nov	Dec	Jan	Feb
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%
						41.9%

region	All
market	All
division	All
customer	All
FY	2020

P & L

By Fiscal Months

All Values are in USD

Quarters

Q1

Q2

Metrics	Sep	Oct	Nov	Dec	Jan	Feb
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%
						37.7%

region	All
market	All
division	All
customer	All
FY	2021

P & L

By Fiscal Months

All Values are in USD

Quarters

Q1

Q2

Metrics	Sep	Oct	Nov	Dec	Jan	Feb
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%
						36.5%



Net Sales Comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%



Not modify pivot table

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

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

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



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