

region	All
market	All
division	All
customer	All
FY Year	2019

P & L

By Fiscal Years

All values in USD

Note: Do not modify the |

Metrics	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
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
Gross Margin %	40.87%	41.97%		41.49%	41.39%	40.87%	41.94%	41.45%	41.39%

region	All
market	All
division	All
customer	All
FY Year	2020

P & L

By Fiscal Years

All values in USD

Metrics	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
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
Gross Margin %	37.77%	37.78%		37.04%	36.81%	37.75%	37.74%	36.68%	37.73%

region	All
market	All
division	All
customer	All
FY Year	2021

P & L

By Fiscal Years

All values in USD

Metrics	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
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

Gross Margin %	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%	36.37%	36.33%
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Net Sales Comparision

21 vs 20	162.06%	#####	159.10%	#####	#####	#####	#####	#####
20 vs 19	164.63%	#####	167.27%	#####	#####	#####	#####	22.73%

To know the growth %

2020	30
2021	50
Difference(growth)	20

21 vs 20 growth %	67%	There is 67% growth when compared to 2020
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pivot table

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%
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#####	#####	#####	#####	204.48%
53.05%	#####	#####	#####	124.85%