

FILTERS

region	All
customer	All
division	All
market	All
FY	2019

P & L by Fiscal Year

(All values in USD)

(Note : 21 vs 20 is not a part of pivot table)

Metrics	Fiscal Year					
	Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	Feb
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M
total COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M
GM %	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%

region	All
customer	All
division	All
market	All
FY	2020

P & L by Fiscal Year

(All values in USD)

(Note : 21 vs 20 is not a part of pivot table)

Metrics	Quarters					
	Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	Feb
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M
total COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M
GM %	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%

region	All
customer	All
division	All
market	All
FY	2021

P & L by Fiscal Year

(All values in USD)

(Note : 21 vs 20 is not a part of pivot table)

Metrics	Quarters					
	Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	Feb
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M
total COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M
GM %	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%

Net Sales Comparison

21 vs 20	162.06%	164.68%	159.10%	161.05%	161.40%	162.49%
20 vs 19	164.63%	256.58%	267.27%	261.45%	262.75%	262.02%

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
41.45%	41.39%	40.79%	42.00%	41.48%	41.39%	41.43%

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
36.68%	37.73%	37.49%	37.27%	36.68%	36.79%	37.28%

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
36.37%	36.33%	36.63%	36.45%	36.37%	36.26%	36.43%

1981.59%	461.21%	347.02%	178.64%	173.93%	160.31%	204.48%
32.93%	122.73%	153.05%	240.65%	248.00%	262.03%	224.85%