

## **Filters**

division	All
market	All
region	All
customer	All
Fiscal Year	2019

P & L
By Fiscal Years
All values are in USD
Do not modify the pivot table

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

division	All
market	All
region	All
customer	All
Fiscal Year	2020

P & L By Fiscal Years All values are in USD

	Quarters Q1	Q2				
Metrices	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%	

division	All
market	All
region	All
customer	All
Fiscal Year	2021

P & L By Fiscal Years All values are in USD

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



Net Sales Compariosn

21 vs 20 20 vs 19

162.1%	164.7%	159.1%	161.0%	161.4%
164.6%	156.6%	167.3%	161.5%	162.8%





















Q2 Feb	Q3 Mar	Apr	May	Q4 Jun	Jul	Aug	<b>Grand Total</b>
6.1N	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
3.5N	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
2.6N	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%

Q2 Feb	Q3 Mar	Apr	May	Q4 Jun	Jul	Aug	Grand Total
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%

Q2	Q3			<b>Q</b> 4			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%



######	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%