

FILTERS

market All
division All
region All
FY **2019**

P & L**By Fiscal Years**

All values are in USD

Note : Do

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	
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 %	

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FY **2020**

P & L**By Fiscal Years**

All values are in USD

Metrics	Fiscal year Q1			Q2			
	Sep	Oct	Nov	Dec	Jan	Feb	
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	
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 %	

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FY **2021**

P & L**By Fiscal Years**

All values are in USD

Metrics	Fiscal year Q1			Q2			
	Sep	Oct	Nov	Dec	Jan	Feb	
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	
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
Comparsion**

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 the 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
41.45 %	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 %



1981.6%	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%