

region All  
market All  
division All  
customer All  
FY 2021

**P & L**  
**By Fiscal Years**  
All Values in USD

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

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Metrics	Quarters			
	Q1		Q2	
	Sep	Oct	Nov	Dec
Net Sales	17.1M	20.6M	28.7M	29.9M
COGS	10.6M	12.8M	18.1M	18.9M
Gross Margin	6.5M	7.8M	10.6M	11.0M
GM %	37.77%	37.78%	37.04%	36.81%

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Metrics	Quarters			
	Q1		Q2	
	Sep	Oct	Nov	Dec
Net Sales	6.5M	8.0M	10.7M	11.4M
COGS	3.8M	4.7M	6.3M	6.7M
Gross Margin	2.6M	3.4M	4.5M	4.7M
GM %	40.87%	41.97%	41.49%	41.39%



Net Sales  
Comparison

21 vs 20	162.06%	164.68%	159.10%	161.05%
20 vs 19	164.63%	156.58%	167.27%	161.45%

**Note:** Do not modify the pivot table

Q2		Q3		Q4	
Jan	Feb	Mar	Apr	May	Jun
44.8M	41.8M	44.0M	43.5M	44.4M	41.5M
28.4M	26.5M	28.0M	27.7M	28.1M	26.4M
16.4M	15.3M	16.0M	15.8M	16.3M	15.1M
36.68%	36.53%	36.37%	36.33%	36.63%	36.45%

Q2		Q3		Q4	
Jan	Feb	Mar	Apr	May	Jun
17.1M	15.9M	2.1M	7.8M	9.9M	14.9M
10.7M	9.9M	1.3M	4.8M	6.2M	9.3M
6.5M	6.0M	0.8M	2.9M	3.7M	5.5M
37.75%	37.74%	36.68%	37.73%	37.49%	37.27%

Q2		Q3		Q4	
Jan	Feb	Mar	Apr	May	Jun
6.5M	6.1M	6.4M	6.3M	6.5M	6.2M
3.9M	3.5M	3.8M	3.7M	3.8M	3.6M
2.7M	2.6M	2.7M	2.6M	2.6M	2.6M
40.87%	41.94%	41.45%	41.39%	40.79%	42.00%



161.40%	162.49%	1981.59%	461.21%	347.02%	178.64%
162.75%	162.02%	-67.07%	22.73%	53.05%	140.65%



Q4		Grand Total
Jul	Aug	
44.0M	43.0M	<b>598.9M</b>
28.0M	27.4M	<b>380.7M</b>
16.0M	15.6M	<b>218.2M</b>
36.37%	36.26%	<b>36.43%</b>

Q4		Grand Total
Jul	Aug	
16.1M	16.5M	<b>196.7M</b>
10.2M	10.5M	<b>123.4M</b>
5.9M	6.1M	<b>73.3M</b>
36.68%	36.79%	<b>37.28%</b>

Q4		Grand Total
Jul	Aug	
6.5M	6.3M	<b>87.5M</b>
3.8M	3.7M	<b>51.2M</b>
2.7M	2.6M	<b>36.2M</b>
41.48%	41.39%	<b>41.43%</b>



173.93%	160.31%	204.5%
148.00%	162.03%	124.8%