



region	All
market	All
division	All
customer	All
FY	2021

P & L
By Fiscal Years
All Values in USD

Note: Do not modify the pivot table

Metrics	Quarters							
	Q1			Q2		Q3		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	
GM %	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%	36.37%	

region	All
market	All
division	All
customer	All
FY	2020

P & L
By Fiscal Years
All Values in USD

Metrics	Quarters							
	Q1			Q2		Q3		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	
GM %	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%	36.68%	

region	All
market	All
division	All
customer	All
FY	2019

P & L
By Fiscal Years
All Values in USD

Metrics	Quarters							
	Q1			Q2		Q3		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	
GM %	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%	41.45%	

Net Sales
Comparison

21 vs 20	162.06%	164.68%	159.10%	161.05%	161.40%	162.49%	1981.59%
20 vs 19	164.63%	156.58%	167.27%	161.45%	162.75%	162.02%	-67.07%



Q3			Q4			Grand Total
Apr	May	Jun	Jul	Aug		
43.5M	44.4M	41.5M	44.0M	43.0M		598.9M
27.7M	28.1M	26.4M	28.0M	27.4M		380.7M
15.8M	16.3M	15.1M	16.0M	15.6M		218.2M
36.33%	36.63%	36.45%	36.37%	36.26%		36.43%

Q3			Q4			Grand Total
Apr	May	Jun	Jul	Aug		
7.8M	9.9M	14.9M	16.1M	16.5M		196.7M
4.8M	6.2M	9.3M	10.2M	10.5M		123.4M
2.9M	3.7M	5.5M	5.9M	6.1M		73.3M
37.73%	37.49%	37.27%	36.68%	36.79%		37.28%

Q3			Q4			Grand Total
Apr	May	Jun	Jul	Aug		
6.3M	6.5M	6.2M	6.5M	6.3M		87.5M
3.7M	3.8M	3.6M	3.8M	3.7M		51.2M
2.6M	2.6M	2.6M	2.7M	2.6M		36.2M
41.39%	40.79%	42.00%	41.48%	41.39%		41.43%

461.21%	347.02%	178.64%	173.93%	160.31%	204.5%
22.73%	53.05%	140.65%	148.00%	162.03%	124.8%