



FILTERS

customer All
 region All
 division All
 market All
 Fiscal Years 2019

P&L By Fiscal Years
 All values are in USD

Note: Do

Metrics	Quarter						
	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 %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	

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Metrics	Quarter						
	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 %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	

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 Fiscal Years 2021

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Metrics	Quarter						
	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 %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	



Net Sales
Comparison

20 vs 21	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%
20 vs19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%

	20	30
	21	50
difference		20
20 vs 21		67%
20 Vs 21		67%



Not Modify the PivotTable

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
41.5%	41.4%	40.8%	42.0%	41.5%	41.4%		41.4%

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
36.7%	37.7%	37.5%	37.3%	36.7%	36.8%		37.3%

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
36.4%	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%