

Filters

region All
division All
market All
FY All

Note : Do not Modify the

P & L
By Fiscal Years

Fiscal Years
2019

Metrics	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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P & L
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Fiscal Years
2020

Metrics	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

Metrics	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

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%
20 vs 19	166.7%	170.0%	162.2%	163.3%	165.9%	167.6%

Pivot Table

2019

Grand Total

Q3			Q4			
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%

2020

Grand Total

Q3			Q4			
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%

2021

Grand Total

Q3			Q4			
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%
1991.9%	473.8%	353.1%	182.3%	175.3%	162.5%	208.6%