



FILTERS

region	All
market	All
division	All
customer	All
Fiscal_Year	2019

P & L

By Fiscal Years

ALL Values in USD

Note: 21 VS 20 is not part of pivot table

Quarters										
Metrics	Q1			Q2			Q3			Q4
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Net Sales	6.46M	8.04M	10.74M	11.44M	6.52M	6.08M	6.41M	6.32M	6.49M	6.18M
COGS	3.82M	4.66M	6.28M	6.70M	3.86M	3.53M	3.75M	3.71M	3.84M	3.59M
Gross Marg	2.64M	3.37M	4.45M	4.73M	2.67M	2.55M	2.66M	2.62M	2.65M	2.60M
Gross Marg	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%

region	All
market	All
division	All
customer	All
Fiscal_Year	2020

P & L

By Fiscal Years

ALL Values in USD

Note: 21 VS 20 is not part of pivot table

Note: Do not Modify

Quarters										
Metrics	Q1			Q2			Q3			Q4
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Net Sales	17.10M	20.63M	28.69M	29.90M	17.13M	15.93M	2.11M	7.76M	9.93M	14.88M
COGS	10.64M	12.83M	18.07M	18.89M	10.67M	9.92M	1.34M	4.83M	6.21M	9.34M
Gross Marg	6.46M	7.79M	10.63M	11.01M	6.47M	6.01M	0.77M	2.93M	3.72M	5.55M
Gross Marg	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%

region	All
market	All
division	All
customer	All
Fiscal_Year	2021

P & L

By Fiscal Years

ALL Values in USD

Note: 21 VS 20 is not part of pivot table

Quarters										
Metrics	Q1			Q2			Q3			Q4
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Net Sales	44.82M	54.59M	74.34M	78.06M	44.79M	41.82M	43.95M	43.54M	44.40M	41.47M
COGS	28.39M	34.65M	47.36M	49.76M	28.36M	26.54M	27.97M	27.72M	28.13M	26.35M
Gross Marg	16.43M	19.94M	26.98M	28.30M	16.43M	15.28M	15.98M	15.82M	16.27M	15.11M
Gross Marg	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%



Net Sales Comparision

21 VS 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	#####	461.2%	347.0%	178.6%
20 VS 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%



Q4

Jul	Aug
6.48M	6.31M
3.79M	3.70M
2.69M	2.61M
41.5%	41.4%

the Pivot Table

Q4

Jul	Aug
16.08M	16.54M
10.18M	10.45M
5.90M	6.08M
36.7%	36.8%

Q4

Jul	Aug
44.05M	43.05M
28.03M	27.44M
16.02M	15.61M
36.4%	36.3%



173.9%	160.3%	
148.0%	162.0%	