



FILTERS

region	All
market	All
division	All
customer	All
FY	2019

P & L

By Fiscal year

All values in USD Note : Do not modify the pivot table

Metrics	Quarters								
	Q1	Q2		Q3					
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M	6.5M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M	3.8M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M	2.6M
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%

region	All
market	All
division	All
customer	All
FY	2020

P & L

By Fiscal year

All values in USD

Metrics	Quarters								
	Q1	Q2		Q3					
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M	6.2M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M	3.7M
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%

region	All
market	All
division	All
customer	All
FY	2021

P & L

By Fiscal year

All values in USD

Metrics	Quarters								
	Q1	Q2		Q3					
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M	44.4M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M	28.1M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M	16.3M
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%



Net Sales
Comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%



Q4			Grand Total
Jun	Jul	Aug	
6.2M	6.5M	6.3M	87.5M
3.6M	3.8M	3.7M	51.2M
2.6M	2.7M	2.6M	36.2M
42.0%	41.5%	41.4%	41.4%

Q4			Grand Total
Jun	Jul	Aug	
14.9M	16.1M	16.5M	196.7M
9.3M	10.2M	10.5M	123.4M
5.5M	5.9M	6.1M	73.3M
37.3%	36.7%	36.8%	37.3%

Q4			Grand Total
Jun	Jul	Aug	
41.5M	44.0M	43.0M	598.9M
26.4M	28.0M	27.4M	380.7M
15.1M	16.0M	15.6M	218.2M
36.4%	36.4%	36.3%	36.4%



178.6%	173.9%	160.3%	204.5%
140.7%	148.0%	162.0%	124.8%