

**FILTERS**

region	All
market	All
division	All
customer	All
FY	2019

**P & L****By Fiscal Month**

All values are in USD

Note: Do

## Quarters

**Q1****Q2**

Metrics	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%

region	All
market	All
division	All
customer	All
FY	2020

**P & L****By Fiscal Month**

All values are in USD

## Quarters

**Q1****Q2**

Metrics	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%

region	All
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division	All
customer	All
FY	2021

**P & L****By Fiscal Month**

All values are in USD

## Quarters

**Q1****Q2**

Metrics	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%
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**20 vs 19**

164.6%	156.6%	167.3%	161.5%	162.8%	162.0%
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not modify the pivot table

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%