



FILTERS	
region	All
customer	All
division	All
market	All
FY Year	2019
P & L	
By Fiscal Months	
All Values in USD	
Note: 21 Vs 20 is not part of pivot table	

Metrics	Quarters																Grand Total
	Q1				Q2				Q3				Q4				
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug					
total_net_sales		6.5M	8.0M		10.7M	11.4M		6.5M	6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M	
Total COGS		3.8M	4.7M		6.3M	6.7M		3.9M	3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M	
Gross Margin		2.6M	3.4M		4.5M	4.7M		2.7M	2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M	
GM %		40.9%	42.0%		41.5%	41.4%		40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%	

region	All
customer	All
division	All
market	All
FY Year	2020
P & L	
By Fiscal Months	
All Values in USD	
Note: 21 Vs 20 is not part of pivot table	

Metrics	Quarters																Grand Total
	Q1				Q2				Q3				Q4				
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug					
total_net_sales		17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M		196.7M		
Total COGS		10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M		123.4M		
Gross Margin		6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M		73.3M		
GM %		37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%		37.3%		

region	All
customer	All
division	All
market	All
FY Year	2021
P & L	
By Fiscal Months	
All Values in USD	
Note: 21 Vs 20 is not part of pivot table	

Metrics	Quarters														Grand Total	
	Q1			Q2			Q3			Q4						
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug				
total_net_sales		44.8M	54.6M		74.3M	78.1M		44.8M	41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
Total COGS		28.4M	34.7M		47.4M	49.8M		28.4M	26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
Gross Margin		16.4M	19.9M		27.0M	28.3M		16.4M	15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
GM %		36.7%	36.5%		36.3%	36.3%		36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

Net Sales	
Comparision	
21 Vs 20	162.1% 164.7% 159.1% 161.0% 161.4% 162.5% 1981.6% 461.2% 347.0% 178.6% 173.9% 160.3% 204.5%
20 Vs 19	164.6% 156.6% 167.3% 161.5% 162.8% 162.0% -67.1% 22.7% 53.1% 140.7% 148.0% 162.0% 124.8%