



## Filter

region All  
market All  
division All  
customer All  
fin FY 2021

## P & L

### by Fiscal Year

All values are in USD

Note: Do not modify the

Matrics	Quarter						
	Q1		Q2				
	Sep	Oct	Nov	Dec	Jan	Feb	
Net Sales	44.82 M	54.59 M	74.34 M	78.06 M	44.79 M	41.82 M	
COGS	28.39 M	34.65 M	47.36 M	49.76 M	28.36 M	26.54 M	
Gross Margin	16.43 M	19.94 M	26.98 M	28.30 M	16.43 M	15.28 M	
GM %	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%	

region All  
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## P & L

### by Fiscal Year

All values are in USD

Matrics	Quarter						
	Q1		Q2				
	Sep	Oct	Nov	Dec	Jan	Feb	
Net Sales	17.10 M	20.63 M	28.69 M	29.90 M	17.13 M	15.93 M	
COGS	10.64 M	12.83 M	18.07 M	18.89 M	10.67 M	9.92 M	
Gross Margin	6.46 M	7.79 M	10.63 M	11.01 M	6.47 M	6.01 M	
GM %	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%	

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fin FY 2019

## P & L

### by Fiscal Year

All values are in USD

Matrics	Quarter						
	Q1		Q2				
	Sep	Oct	Nov	Dec	Jan	Feb	
Net Sales	6.46 M	8.04 M	10.74 M	11.44 M	6.52 M	6.08 M	
COGS	3.82 M	4.66 M	6.28 M	6.70 M	3.86 M	3.53 M	
Gross Margin	2.64 M	3.37 M	4.45 M	4.73 M	2.67 M	2.55 M	
GM %	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%	



Net Sales  
Comparison

21 vs 20	162.06%	164.68%	159.10%	161.05%	161.40%	162.49%
20 vs 19	164.63%	156.58%	167.27%	161.45%	162.75%	162.02%

## Pivot Table

Q3	Q4					Total
Mar	Apr	May	Jun	Jul	Aug	
43.95 M	43.54 M	44.40 M	41.47 M	44.05 M	43.05 M	598.88 M
27.97 M	27.72 M	28.13 M	26.35 M	28.03 M	27.44 M	380.71 M
15.98 M	15.82 M	16.27 M	15.11 M	16.02 M	15.61 M	218.16 M
36.37%	36.33%	36.63%	36.45%	36.37%	36.26%	36.43%

Q3	Q4					Total
Mar	Apr	May	Jun	Jul	Aug	
2.11 M	7.76 M	9.93 M	14.88 M	16.08 M	16.54 M	196.69 M
1.34 M	4.83 M	6.21 M	9.34 M	10.18 M	10.45 M	123.37 M
0.77 M	2.93 M	3.72 M	5.55 M	5.90 M	6.08 M	73.32 M
36.68%	37.73%	37.49%	37.27%	36.68%	36.79%	37.28%

Q3	Q4					Total
Mar	Apr	May	Jun	Jul	Aug	
6.41 M	6.32 M	6.49 M	6.18 M	6.48 M	6.31 M	87.48 M
3.75 M	3.71 M	3.84 M	3.59 M	3.79 M	3.70 M	51.24 M
2.66 M	2.62 M	2.65 M	2.60 M	2.69 M	2.61 M	36.24 M
41.45%	41.39%	40.79%	42.00%	41.48%	41.39%	41.43%



1981.59%	461.21%	347.02%	178.64%	173.93%	160.31%	204.48%
-67.07%	22.73%	53.05%	140.65%	148.00%	162.03%	124.85%

