



## FILTER

region All  
country All  
division All  
customer All  
FY 2019

## P & L

### By Fiscal Year

All values in USD

Metrics	Quarters				
	Q1		Q2		
	Sep	Oct	Nov	Dec	Jan
NetSales	6.5M	8.0M	10.7M	11.4M	6.5M
cogs	3.8M	4.7M	6.3M	6.7M	3.9M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M
Gross Margin %	40.9%	42.0%	41.5%	41.4%	40.9%

region All  
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FY 2020

## P & L

### By Fiscal Year

All values in USD

Metrics	Quarters				
	Q1		Q2		
	Sep	Oct	Nov	Dec	Jan
NetSales	17.1M	20.6M	28.7M	29.9M	17.1M
cogs	10.6M	12.8M	18.1M	18.9M	10.7M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M
Gross Margin %	37.8%	37.8%	37.0%	36.8%	37.8%

region All  
country All  
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FY 2021

## P & L

### By Fiscal Year

All values in USD

Metrics	Quarters				
	Q1		Q2		
	Sep	Oct	Nov	Dec	Jan
NetSales	44.8M	54.6M	74.3M	78.1M	44.8M
cogs	28.4M	34.7M	47.4M	49.8M	28.4M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M
Gross Margin %	36.7%	36.5%	36.3%	36.3%	36.7%



Net Sales  
Comparision

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%

Note: Do not modify Pivot table

<b>Q2</b>	<b>Q3</b>			<b>Q4</b>			
Feb	Mar	Apr	May	Jun	Jul	Aug	
6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	
3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	
2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	
41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	

<b>Q2</b>	<b>Q3</b>			<b>Q4</b>			
Feb	Mar	Apr	May	Jun	Jul	Aug	
15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	
9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	
6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	
37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	

<b>Q2</b>	<b>Q3</b>			<b>Q4</b>			
Feb	Mar	Apr	May	Jun	Jul	Aug	
41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	
26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	
15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	
36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	



162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%
162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%



Grand Total

87.5M  
51.2M  
36.2M  
41.4%

Grand Total

196.7M  
123.4M  
73.3M  
37.3%

Grand Total

598.9M  
380.7M  
218.2M  
36.4%



204.5%  
124.8%