

**FILTERS**

market	All
region	All
customer	All
division	All
FY	2019

**P & L****By Fiscal Years**

All values in USD

Note: Do not

Metrics	Quarter Q1		Quarter Q2		
	Sep	Oct	Nov	Dec	Jan
Net Sales	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
GM %	40.9%	42.0%	41.5%	41.4%	40.9%

market	All
region	All
customer	All
division	All
FY	2020

**P & L****By Fiscal Years**

All values in USD

Metrics	Quarter Q1		Quarter Q2		
	Sep	Oct	Nov	Dec	Jan
Net Sales	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
GM %	37.8%	37.8%	37.0%	36.8%	37.8%

market	All
region	All
customer	All
division	All
FY	2021

**P & L****By Fiscal Years**

All values in USD

Metrics	Quarter Q1		Quarter Q2		
	Sep	Oct	Nov	Dec	Jan
Net Sales	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
GM %	36.7%	36.5%	36.3%	36.3%	36.7%



Net Sales  
Comparison

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



: modify pivot table

Q2	Q3	Q4						Grand To
Feb	Mar	Apr	May	Jun	Jul	Aug		
6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M	
3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M	
2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M	
41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%	

Q2	Q3	Q4						Grand To
Feb	Mar	Apr	May	Jun	Jul	Aug		
15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M	
9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M	
6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M	
37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%	

Q2	Q3	Q4						Grand To
Feb	Mar	Apr	May	Jun	Jul	Aug		
41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M	
26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M	
15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M	
36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%	



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%

