

**Filters**

country All
 division All
 customers All
 region All
 FY All

P&L by fiscal months

All values are in USD

Note: Do not change the pivot table

Quarters

	Q1				Q2				Q3				Q4				Grand Total
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug					
Net sales	68.38M	83.26M	113.77M	119.40M	68.44M	63.84M	52.47M	57.62M	60.82M	62.54M	66.61M	65.89M	883.05M				
COGS	42.85M	52.15M	71.71M	75.36M	42.88M	39.99M	33.06M	36.26M	38.19M	39.28M	42.00M	41.59M	555.32M				
Gross Margin	25.53M	31.10M	42.06M	44.04M	25.56M	23.84M	19.42M	21.36M	22.64M	23.26M	24.61M	24.30M	327.72M				
GM%	37.33%	37.36%	36.97%	36.89%	37.35%	37.35%	37.00%	37.07%	37.22%	37.19%	36.94%	36.88%	37.11%				

Filters

country All
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 FY 2019

P&L by fiscal months

All values are in USD

Quarters

	Q1				Q2				Q3				Q4				Grand Total
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug					
Net sales	6.46M	8.04M	10.74M	11.44M	6.52M	6.08M	6.41M	6.32M	6.49M	6.18M	6.48M	6.31M	87.48M				
COGS	3.82M	4.66M	6.28M	6.70M	3.86M	3.53M	3.75M	3.71M	3.84M	3.59M	3.79M	3.70M	51.24M				
Gross Margin	2.64M	3.37M	4.45M	4.73M	2.67M	2.55M	2.66M	2.62M	2.65M	2.60M	2.69M	2.61M	36.24M				
GM%	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%	41.45%	41.39%	40.79%	42.00%	41.48%	41.39%	41.43%				

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country All
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FY 2020

P&L by fiscal months

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Quarters

	Q1			Q2			Q3			Q4			Grand Total
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net sales	17.10M	20.63M	28.69M	29.90M	17.13M	15.93M	2.11M	7.76M	9.93M	14.88M	16.08M	16.54M	196.69M
COGS	10.64M	12.83M	18.07M	18.89M	10.67M	9.92M	1.34M	4.83M	6.21M	9.34M	10.18M	10.45M	123.37M
Gross Margin	6.46M	7.79M	10.63M	11.01M	6.47M	6.01M	0.77M	2.93M	3.72M	5.55M	5.90M	6.08M	73.32M
GM%	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%	36.68%	37.73%	37.49%	37.27%	36.68%	36.79%	37.28%

Filters

country All
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FY 2021

P&L by fiscal months

All values are in USD

Quarters

	Q1			Q2			Q3			Q4			Grand Total
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net sales	44.82M	54.59M	74.34M	78.06M	44.79M	41.82M	43.95M	43.54M	44.40M	41.47M	44.05M	43.05M	598.88M
COGS	28.39M	34.65M	47.36M	49.76M	28.36M	26.54M	27.97M	27.72M	28.13M	26.35M	28.03M	27.44M	380.71M
Gross Margin	16.43M	19.94M	26.98M	28.30M	16.43M	15.28M	15.98M	15.82M	16.27M	15.11M	16.02M	15.61M	218.16M
GM%	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%	36.37%	36.33%	36.63%	36.45%	36.37%	36.26%	36.43%



Net sales
comparison

2021 vs 2020	162.06%	164.68%	159.10%	161.05%	161.40%	162.49%	#####	#####	#####	178.64%	#####	#####	204.48%
2020 vs 2019	164.63%	156.58%	167.27%	161.45%	162.75%	162.02%	-67.07%	22.73%	53.05%	140.65%	#####	#####	124.85%