



FILTERS

region All
market All
division All
customer All
FY **2019**

P & L By Fiscal Months

All Values in USD

Note: Do not modify the Pivot table

Metrics	Quarters							
	Q1			Q2			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
net sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	
GM%	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	

region All
market All
division All
customer All
FY **2020**

P & L By Fiscal Months

All Values in USD

Note: 21 vs 20 is not a part of Pivot table

Metrics	Quarters							
	Q1			Q2			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
net sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	
GM%	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	

region All
market All
division All
customer All
FY **2021**

P & L By Fiscal Months

All Values in USD

Note: 21 vs 20 is not a part of Pivot table

Metrics	Quarters							
	Q1			Q2			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
net sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	
GM%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	

Net Sales

Comparsion

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%
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20 vs 19





Q3		Q4			Grand Total
Apr	May	Jun	Jul	Aug	
6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

Q3		Q4			Grand Total
Apr	May	Jun	Jul	Aug	
7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

Q3		Q4			Grand Total
Apr	May	Jun	Jul	Aug	
43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
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22.7%	53.1%	140.7%	148.0%	162.0%	124.8%
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