

**Filters**

region All

market All

Note :

P&amp;L Quarterly report

division All

DO no change the pivot table

customer All

FY 2019

Metrics	Quarters					
	Q1			Q2		
Sep	Oct	Nov	Dec	Jan	Feb	
net sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M
GM%	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%

region All

market All

division All

customer All

FY 2020

Metrics	Quarters					
	Q1			Q2		
Sep	Oct	Nov	Dec	Jan	Feb	
net sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M
GM%	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%

region All

market All

division All

customer All

FY 2021

Metrics	Quarters					
	Q1			Q2		
Sep	Oct	Nov	Dec	Jan	Feb	
net sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M
GM%	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%

## Net Sales Comparisi on

<b>21 vs 20</b>	162.06%	164.68%	159.10%	161.05%	161.40%	162.50%
<b>20 vs 19</b>	164.62%	156.58%	167.27%	161.45%	162.75%	162.02%

2020            30  
2021            50  
21 vss 20        167%  
21 vs 20 growth    20  
growth %        67%

Q3						Q4		Grand Total
Mar	Apr	May	Jun	Jul	Aug			
6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M		
3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M		
2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M		
41.45%	41.39%	40.79%	42.00%	41.48%	41.39%	41.43%		

Q3						Q4		Grand Total
Mar	Apr	May	Jun	Jul	Aug			
2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M		
1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M		
0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M		
36.68%	37.73%	37.49%	37.27%	36.68%	36.79%	37.28%		

Q3						Q4		Grand Total
Mar	Apr	May	Jun	Jul	Aug			
44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M		
28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M		
16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M		
36.37%	36.33%	36.63%	36.45%	36.37%	36.26%	36.43%		

1981.62%	461.22%	347.02%	178.64%	173.93%	160.31%	204.48%
-67.07%	22.73%	53.05%	140.65%	148.00%	162.03%	124.85%