



P & L by Fiscal Month

All values are in USD

region	All
market	All
division	All
customer	All
FY	2019

Note - Do not modify the Pivot table

Quarters							
Metrics	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
Total 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
Gross Margin %	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%	41.45%

region	All
market	All
division	All
customer	All
FY	2020

Quarters							
Metrics	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
Total 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
Gross Margin %	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%	36.68%

region	All
market	All
division	All
customer	All
FY	2021

Quarters							
Metrics	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
Total 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

Gross Margin %	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%	36.37%
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Net Sales
Comparision

21 vs 20	162.06%	164.68%	159.10%	161.05%	161.40%	162.49%	1981.59%
20 vs 19	164.63%	156.58%	167.27%	161.45%	162.75%	162.02%	-67.07%

Q3		Q4		
Apr	May	Jun	Jul	Aug
6.3M	6.5M	6.2M	6.5M	6.3M
3.7M	3.8M	3.6M	3.8M	3.7M
2.6M	2.6M	2.6M	2.7M	2.6M
41.39%	40.79%	42.00%	41.48%	41.39%

Q3		Q4		
Apr	May	Jun	Jul	Aug
7.8M	9.9M	14.9M	16.1M	16.5M
4.8M	6.2M	9.3M	10.2M	10.5M
2.9M	3.7M	5.5M	5.9M	6.1M
37.73%	37.49%	37.27%	36.68%	36.79%

Q3		Q4		
Apr	May	Jun	Jul	Aug
43.5M	44.4M	41.5M	44.0M	43.0M
27.7M	28.1M	26.4M	28.0M	27.4M
15.8M	16.3M	15.1M	16.0M	15.6M

36.33%	36.63%	36.45%	36.37%	36.26%
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461.21%	347.02%	178.64%	173.93%	160.31%
22.73%	53.05%	140.65%	148.00%	162.03%