



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

	Quarters												Grand Total
	Q1			Q2			Q3			Q4			
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	6.5m	8.0m	10.7m	11.4m	6.5m	6.1m	6.4m	6.3m	6.5m	6.2m	6.5m	6.3m	87.5m
cogs	3.8m	05m	06m	07m	04m	04m	04m	04m	04m	04m	04m	04m	51m
gross_margin	2.6m	03m	04m	05m	03m	03m	03m	03m	03m	03m	03m	03m	36m
gm%	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

region	All
market	All
division	All
customer	All
FY	2020

P & L

By Fiscal Months

All Values In USD

	Quarters												
	Q1			Q2			Q3			Q4			Grand Total
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	17.1m	20.6m	28.7m	29.9m	17.1m	15.9m	2.1m	7.8m	9.9m	14.9m	16.1m	16.5m	196.7m
cogs	10.6m	13m	18m	19m	11m	10m	01m	05m	06m	09m	10m	10m	123m
gross_margin	6.5m	08m	11m	11m	06m	06m	01m	03m	04m	06m	06m	06m	73m
gm%	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%



region All
 market All
 division All
 customer All
 FY 2021

P & L
By Fiscal Months

	Quarters												Grand Total
	Q1			Q2		Q3			Q4				
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	44.8m	54.6m	74.3m	78.1m	44.8m	41.8m	44.0m	43.5m	44.4m	41.5m	44.0m	43.0m	598.9m
cogs	28.4m	35m	47m	50m	28m	27m	28m	28m	28m	26m	28m	27m	381m
gross_margin	16.4m	20m	27m	28m	16m	15m	16m	16m	16m	15m	16m	16m	218m
gm%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

Net Sales
Comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%