



Filters:

region All
market All
division All
customer All
FY 2019

P & L of 2019

by Fiscal Months

All values are in USD

Note: Don't change pivot table

Quarter:														Grand Total
Metrics	Q1 September	October	November	Q2 December	January	February	Q3 March	April	May	Q4 June	July	August		
Net Sales	6.5 M	8.0 M	10.7 M	11.4 M	6.5 M	6.1 M	6.4 M	6.3 M	6.5 M	6.2 M	6.5 M	6.3 M	87.5 M	
cogs_total	3.5 M	4.2 M	5.7 M	6.1 M	3.5 M	3.2 M	3.4 M	3.4 M	3.5 M	3.2 M	3.4 M	3.3 M	46.3 M	
Gross Margin	3.0 M	3.8 M	5.1 M	5.4 M	3.0 M	2.9 M	3.0 M	3.0 M	3.0 M	2.9 M	3.1 M	3.0 M	41.2 M	
GM %	53.5%	52.3%	52.9%	53.0%	53.5%	52.4%	52.9%	53.0%	53.5%	52.3%	52.9%	53.0%	52.9%	

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region All
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FY 2020

P & L of 2020

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Quarter:		Q2				Q3		Q4				Grand Total		
Metrics	Q1	September	October	November	December	January	February	March	April	May	June	July	August	
Net Sales		17.1 M	20.6 M	28.7 M	29.9 M	17.1 M	15.9 M	2.1 M	7.8 M	9.9 M	14.9 M	16.1 M	16.5 M	196.7 M
cogs_total		9.6 M	11.6 M	16.3 M	17.1 M	9.6 M	8.9 M	1.2 M	4.4 M	5.6 M	8.4 M	9.2 M	9.4 M	111.3 M
Gross Margin		7.5 M	9.1 M	12.4 M	12.8 M	7.5 M	7.0 M	0.9 M	3.4 M	4.3 M	6.5 M	6.9 M	7.1 M	85.4 M
GM %		56.1%	56.0%	56.8%	57.1%	56.1%	56.1%	57.2%	56.1%	56.3%	56.5%	57.2%	57.1%	56.6%

Filters:

region All
market All
division All
customer All
FY 2021

P & L of 2020

by Fiscal Months

All values are in USD

	Quarter:				Q2		Q3		Q4				Grand Total
Metrics	September	October	November	December	January	February	March	April	May	June	July	August	
Net Sales	44.8 M	54.6 M	74.3 M	78.1 M	44.8 M	41.8 M	44.0 M	43.5 M	44.4 M	41.5 M	44.0 M	43.0 M	598.9 M
cogs_total	25.6 M	31.3 M	42.8 M	44.9 M	25.6 M	24.0 M	25.3 M	25.0 M	25.4 M	23.8 M	25.3 M	24.8 M	343.7 M
Gross Margin	19.2 M	23.3 M	31.6 M	33.1 M	19.2 M	17.9 M	18.7 M	18.5 M	19.0 M	17.7 M	18.7 M	18.3 M	255.2 M
GM %	57.1%	57.3%	57.5%	57.6%	57.1%	57.3%	57.5%	57.5%	57.2%	57.4%	57.5%	57.6%	57.4%

Net Sales

Comparison

2019 vs 2021	693.48%	679.12%	692.47%	682.52%	686.83%	687.80%	685.42%	688.76%	684.17%	670.54%	679.36%	682.09%
2020 vs 2021	262.06%	264.68%	259.10%	261.05%	261.40%	262.49%	2081.59%	561.21%	447.02%	278.64%	273.93%	260.31%

2020 - 2021 (growth)	27.7 M	34.0 M	45.6 M	48.2 M	27.7 M	25.9 M	41.8 M	35.8 M	34.5 M	26.6 M	28.0 M	26.5 M
2020 - 2021 (growth %)	61.84%	62.22%	61.40%	61.69%	61.74%	61.90%	95.20%	82.18%	77.63%	64.11%	63.49%	61.58%























