

FILTERS

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

P & L**By Fiscal Year**

All Values in USD

Note: 21vs20 not part of pivot table

Metrics	Quarters Q1			Q2			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
NetSales	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%	

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 FY **2020**

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Metrics	Quarters Q1			Q2			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
NetSales	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%	

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 FY **2021**

P & L**By Fiscal Year**

All Values in USD

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Metrics	Quarters Q1			Q2			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
NetSales	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
 Comparison**

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%



It modify the pivot table.

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%

#####	#####	#####	#####	#####	204.5%
22.7%	53.1%	#####	#####	#####	124.8%