

**FILTERS**

region	All
market	All
division	All
customer	All
FY	2019

P & L**By Fiscal Months**

All Values in USD

Note: Do not mc

Metrics	Quarters					
	Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	

region	All
market	All
division	All
customer	All
FY	2020

P & L**By Fiscal Months**

All Values in USD

Note: Do not mc

Metrics	Quarters					
	Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	

region	All
market	All
division	All
customer	All
FY	2021

P & L**By Fiscal Months**

All Values in USD

Note: Do not mc

Metrics	Quarters					
	Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	



Net Sales
Comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%

Modify the pivot table

Q2	Q3	Q4					
Feb	Mar	Apr	May	Jun	Jul	Aug	
6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	
3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	
2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	
41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	

Modify the pivot table

Q2	Q3	Q4					
Feb	Mar	Apr	May	Jun	Jul	Aug	
15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	
9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	
6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	
37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	

Modify the pivot table

Q2	Q3	Q4					
Feb	Mar	Apr	May	Jun	Jul	Aug	
41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	
26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	
15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	
36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	



162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%
162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%



Grand Total

	87.5M
	51.2M
	36.2M
	41.4%

Grand Total

	196.7M
	123.4M
	73.3M
	37.3%

Grand Total

	598.9M
	380.7M
	218.2M
	36.4%



204.5%
124.8%