



FILTERS

region	All
market	All
division	All
customer	All
Fiscal Year	2019

P&L (By Fiscal Months & Quarters)

(All values in USD)

Note : Do not modify the pivot table

Metrics	Quarters			Q1 Total	Q2			Q2 Total
	Q1				Q2			
	Sep	Oct	Nov		Dec	Jan	Feb	
Net Sales	6.5M	8.0M	10.7M	25.2M	11.4M	6.5M	6.1M	24.0M
COGS	3.8M	4.7M	6.3M	14.8M	6.7M	3.9M	3.5M	14.1M
GM	2.6M	3.4M	4.5M	10.5M	4.7M	2.7M	2.6M	9.9M
GM%	40.9%	42.0%	41.5%	41.5%	41.4%	40.9%	41.9%	41.4%

region	All
market	All
division	All
customer	All
Fiscal Year	2020

P&L (By Fiscal Years)

(All values in USD)

Note : 21 v 20 is not part of pivot table

Metrics	Quarters			Q1 Total	Q2			Q2 Total
	Q1				Q2			
	Sep	Oct	Nov		Dec	Jan	Feb	
Net Sales	17.1M	20.6M	28.7M	66.4M	29.9M	17.1M	15.9M	63.0M
COGS	10.6M	12.8M	18.1M	41.5M	18.9M	10.7M	9.9M	39.5M
GM	6.5M	7.8M	10.6M	24.9M	11.0M	6.5M	6.0M	23.5M
GM%	37.8%	37.8%	37.0%	37.5%	36.8%	37.8%	37.7%	37.3%

region	All
market	All
division	All
customer	All
Fiscal Year	2021

P&L (By Fiscal Years)

(All values in USD)

Note : 21 v 20 is not part of pivot table

Metrics	Quarters			Q1 Total	Q2			Q2 Total
	Q1				Q2			
	Sep	Oct	Nov		Dec	Jan	Feb	
Net Sales	44.8M	54.6M	74.3M	173.8M	78.1M	44.8M	41.8M	164.7M
COGS	28.4M	34.7M	47.4M	110.4M	49.8M	28.4M	26.5M	104.7M
GM	16.4M	19.9M	27.0M	63.3M	28.3M	16.4M	15.3M	60.0M
GM%	36.7%	36.5%	36.3%	36.5%	36.3%	36.7%	36.5%	36.4%



Net Sales Comparison

21 vs 20	162.1%	164.7%	159.1%	161.6%	161.0%	161.4%	162.5%	161.5%
20 vs 19	164.6%	156.6%	167.3%	163.2%	161.5%	162.8%	162.0%	162.0%

Q3			Q3 Total	Q4			Q4 Total	Grand Total
Mar	Apr	May		Jun	Jul	Aug		
6.4M	6.3M	6.5M	19.2M	6.2M	6.5M	6.3M	19.0M	87.5M
3.8M	3.7M	3.8M	11.3M	3.6M	3.8M	3.7M	11.1M	51.2M
2.7M	2.6M	2.6M	7.9M	2.6M	2.7M	2.6M	7.9M	36.2M
41.5%	41.4%	40.8%	41.2%	42.0%	41.5%	41.4%	41.6%	41.4%

Q3			Q3 Total	Q4			Q4 Total	Grand Total
Mar	Apr	May		Jun	Jul	Aug		
2.1M	7.8M	9.9M	19.8M	14.9M	16.1M	16.5M	47.5M	196.7M
1.3M	4.8M	6.2M	12.4M	9.3M	10.2M	10.5M	30.0M	123.4M
0.8M	2.9M	3.7M	7.4M	5.5M	5.9M	6.1M	17.5M	73.3M
36.7%	37.7%	37.5%	37.5%	37.3%	36.7%	36.8%	36.9%	37.3%

Q3			Q3 Total	Q4			Q4 Total	Grand Total
Mar	Apr	May		Jun	Jul	Aug		
44.0M	43.5M	44.4M	131.9M	41.5M	44.0M	43.0M	128.6M	598.9M
28.0M	27.7M	28.1M	83.8M	26.4M	28.0M	27.4M	81.8M	380.7M
16.0M	15.8M	16.3M	48.1M	15.1M	16.0M	15.6M	46.7M	218.2M
36.4%	36.3%	36.6%	36.4%	36.4%	36.4%	36.3%	36.4%	36.4%



1981.6%	461.2%	347.0%	566.0%	178.6%	173.9%	160.3%	170.7%	204.5%
-67.1%	22.7%	53.1%	3.0%	140.7%	148.0%	162.0%	150.3%	124.8%