

**FILTERS**

region	All
market	All
division	All
customer	All
FY	2019

P&L**By Fiscal Months**

All values are in USD

Note: Do not modify the pivot table

Quarter							
Q1		Q2					
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	
Net_Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	
GM%	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%	

region	All
market	All
division	All
customer	All
FY	2020

P&L**By Fiscal Months**

All values are in USD

Note:21 vs 20 isn't part of the pivot table

Quarter							
Q1		Q2					
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	
Net_Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	
GM%	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%	

region	All
market	All
division	All
customer	All
FY	2021

P&L**By Fiscal Months**

All values are in USD

Note:21 vs 20 isn't part of the pivot table

Quarter							
Q1		Q2					
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	
Net_Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	
GM%	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%	



Net Sales
Comparison

21 vs 20	162.06%	164.68%	159.10%	161.05%	161.40%	162.49%
20 vs 19	164.63%	156.58%	167.27%	161.45%	162.75%	162.02%

Q3		Q4				Grand Total	
Mar	Apr	May	Jun	Jul	Aug		
6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M	
3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M	
2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M	
41.45%	41.39%	40.79%	42.00%	41.48%	41.39%	41.43%	

Q3		Q4				Grand Total	
Mar	Apr	May	Jun	Jul	Aug		
2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M	
1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M	
0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M	
36.68%	37.73%	37.49%	37.27%	36.68%	36.79%	37.28%	

Q3		Q4				Grand Total	
Mar	Apr	May	Jun	Jul	Aug		
44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M	
28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M	
16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M	
36.37%	36.33%	36.63%	36.45%	36.37%	36.26%	36.43%	



1981.59%	461.21%	347.02%	178.64%	173.93%	160.31%	204.48%
-67.07%	22.73%	53.05%	140.65%	148.00%	162.03%	124.85%