



## FILTERS

market	All
region	All
division	All
customer	All
FY	2019

**P & L** Note: Do not  
modify the pivot table  
**By Fiscal Year**  
All valuein USD

Values	Fiscal Year							
	Q1			Q2			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Net_Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M
GM%	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%

market	All
region	All
division	All
customer	All
FY	2020

**P & L**  
**By Fiscal Year**  
All valuein USD  
Note:21 vs 20 is not part of pivot table

Values	Fiscal Year							
	Q1			Q2			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Net_Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M
GM%	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%

market	All
region	All
division	All
customer	All
FY	2021

**P & L**  
**By Fiscal Year**  
All valuein USD  
Note:21 vs 20 is not part of pivot table

Values	Fiscal Year							
	Q1			Q2			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Net_Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M
GM%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%



**Net Sales  
Comparision**

<b>21 vs 20</b>	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%
<b>20 vs 19</b>	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%

Q3	Q4				Grand Total
May	Jun	Jul	Aug		
6.5M	6.2M	6.5M	6.3M		87.5M
3.8M	3.6M	3.8M	3.7M		51.2M
2.6M	2.6M	2.7M	2.6M		36.2M
40.8%	42.0%	41.5%	41.4%		41.4%

Q3	Q4				Grand Total
May	Jun	Jul	Aug		
9.9M	14.9M	16.1M	16.5M		196.7M
6.2M	9.3M	10.2M	10.5M		123.4M
3.7M	5.5M	5.9M	6.1M		73.3M
37.5%	37.3%	36.7%	36.8%		37.3%

Q3	Q4				Grand Total
May	Jun	Jul	Aug		
44.4M	41.5M	44.0M	43.0M		598.9M
28.1M	26.4M	28.0M	27.4M		380.7M
16.3M	15.1M	16.0M	15.6M		218.2M
36.6%	36.4%	36.4%	36.3%		36.4%



347.0%	178.6%	173.9%	160.3%	204.5%
53.1%	140.7%	148.0%	162.0%	124.8%