

## Filters

region	All
market	All
division	All
customer	All
FY	2019

## 2019 Quarterly Reports

Note: Do

Metrics	Quarters					
	Q1			Q2		
	Sep	Oct		Nov	Dec	Jan
Net Sales	6.5M		8.0M	10.7M	11.4M	6.5M
Sum of total_cogs	3.8M		4.7M	6.3M	6.7M	3.9M
Gross Margin	2.6M		3.4M	4.5M	4.7M	2.7M
GM%	40.87%		41.97%	41.49%	41.39%	40.87%

region	All
market	All
division	All
customer	All
FY	2020

## 2020 Quarterly Reports

Metrics	Quarters					
	Q1			Q2		
	Sep	Oct		Nov	Dec	Jan
Net Sales	17.1M		20.6M	28.7M	29.9M	17.1M
Sum of total_cogs	10.6M		12.8M	18.1M	18.9M	10.7M
Gross Margin	6.5M		7.8M	10.6M	11.0M	6.5M
GM%	37.77%		37.78%	37.04%	36.81%	37.75%

region	All
market	All
division	All
customer	All
FY	2021

## 2021 Quarterly Reports

Metrics	Quarters					
	Q1			Q2		
	Sep	Oct		Nov	Dec	Jan
Net Sales	44.8M		54.6M	74.3M	78.1M	44.8M
Sum of total_cogs	28.4M		34.7M	47.4M	49.8M	28.4M
Gross Margin	16.4M		19.9M	27.0M	28.3M	16.4M
GM%	36.65%		36.52%	36.29%	36.26%	36.68%

## Net Sales Comparison

<b>21 vs 20</b>	162.1%	164.7%	159.1%	161.0%	161.4%
<b>20 vs 19</b>	164.6%	156.6%	167.3%	161.5%	162.8%

not modify the pivot table

Q2	Q3		Q4			Grand Total	
Feb	Mar	Apr	May	Jun	Jul	Aug	
6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
41.94%	41.45%	41.39%	40.79%	42.00%	41.48%	41.39%	41.43%

Q2	Q3		Q4			Grand Total	
Feb	Mar	Apr	May	Jun	Jul	Aug	
15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
37.74%	36.68%	37.73%	37.49%	37.27%	36.68%	36.79%	37.28%

Q2	Q3		Q4			Grand Total	
Feb	Mar	Apr	May	Jun	Jul	Aug	
41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
36.53%	36.37%	36.33%	36.63%	36.45%	36.37%	36.26%	36.43%

162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%