

FILTERS

region	All
market	All
division	All
customer	All
FY	2019

P & L**By Fiscal Months**

All values in USD

Note: Do not modif

Metrics	Quarters							
	Q1		Q2					
	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 %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%		

region	All
market	All
division	All
customer	All
FY	2020

P & L**By Fiscal Months**

All values in USD

Metrics	Quarters							
	Q1		Q2					
	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 %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%		

region	All
market	All
division	All
customer	All
FY	2021

P & L**By Fiscal Months**

All values in USD

Metrics	Quarters							
	Q1		Q2					
	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 %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%		



Net Sales comparission

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



y the pivot table

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
41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

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
36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

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
36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%



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