

region	All	<div><div></div></div>
market	All	<div><div></div></div>
customer	All	<div><div></div></div>
division	All	<div><div></div></div>
FY	2019	<div><div></div></div>

P & L
By Fiscal Years

All values in USD

Note: 21 vs 20 is not part of pivot table

Querters		<div><div></div></div>													
	⌵Sep	⌵Oct	⌵Nov	⌵Dec	⌵Jan	⌵Feb	⌵Mar	⌵Apr	⌵May	⌵Jun	⌵Jul	⌵Aug	Grand Total		
Metrics	Q1	Q1	Q1	Q2	Q2	Q2	Q3	Q3	Q3	Q4	Q4	Q4			
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M		
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M		
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M		
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%		

region	All	<div><div></div></div>
market	All	<div><div></div></div>
customer	All	<div><div></div></div>
division	All	<div><div></div></div>
FY	2020	<div><div></div></div>

P & L
By Fiscal Years

All values in USD

Note: 21 vs 20 is not part of pivot table

Querters		<div><div></div></div>													
	⌵Sep	⌵Oct	⌵Nov	⌵Dec	⌵Jan	⌵Feb	⌵Mar	⌵Apr	⌵May	⌵Jun	⌵Jul	⌵Aug	Grand Total		
Metrics	Q1	Q1	Q1	Q2	Q2	Q2	Q3	Q3	Q3	Q4	Q4	Q4			
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M		
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M		
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M		
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%		