

market	All	
region	All	
division	All	P & L
customer	All	By Months
FY	2019	All Values in USD

Quarters

	Q1			Q2	
Metrics	Sep	Oct	Nov	Dec	Jan
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M
GM %	40.9%	42.0%	41.5%	41.4%	40.9%

market	All	
region	All	
division	All	P & L
customer	All	By Months
FY	2020	All Values in USD

Quarters

	Q1			Q2	
Metrics	Sep	Oct	Nov	Dec	Jan
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M
GM %	37.8%	37.8%	37.0%	36.8%	37.8%

market	All		
region	All		
division	All	P & L	
customer	All	By Months	
FY	2021	All Values in USD	Note: Do r

Quarters

	Q1				Q2		
Metrics	Sep		Oct	Nov	Dec	Jar	ì
Net Sales		44.8M	54.6M	74.3M		78.1M	44.8M



COGS	28.4M	34.7M	47.4M	49.8M	28.4M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M
GM %	36.7%	36.5%	36.3%	36.3%	36.7%

Net Sales Comparison

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



















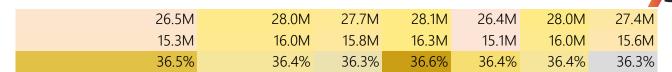


Q2	Q3		Q4				
Feb	Mar	Apr	May	Jun	Jul	Aug	
6	1M 6.4	-M 6.31	√ 6.5M	6.2M	6.5M	6.3M	
3.	5M 3.8	3.7I	M 3.8M	3.6M	3.8M	3.7M	
2.	6M 2.7	<mark>'M</mark> 2.61	л 2.6M	2.6M	2.7M	2.6M	
41.	9% 41.5	41.4	<mark>%</mark> 40.8%	42.0%	41.5%	41.4%	

Q2	Q3						
Feb	N	⁄lar	Apr	May	Jun	Jul	Aug
	15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M
	9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M
	6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M
	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%

not modify the pivot table

Q2	Q3	Q4					
Feb	Mar	Ар	or N	Лау	Jun	Jul	Aug
	41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M



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





Grand Total

87.5M

51.2M

36.2M

41.4%

Grand Total

196.7M

123.4M

73.3M

37.3%

Grand Total



380.7M 218.2M

36.4%

204%

125%