

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

Metrics	Quarters			Q2		
	Q1					
	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

Metrics	Quarters			Q2		
	Q1					
	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

Metrics	Quarters			Q2		
	Q1					
	Sep	Oct	Nov	Dec	Jan	
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	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M
	3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M
	2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M
	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%

Q2	Q3		Q4				
Feb	Mar	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	Apr	May	Jun	Jul	Aug	
	41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M



26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M
15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M
36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%

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

598.9M



380.7M
218.2M
36.4%

204%
125%