



Filters

region	All	
market	All	P & L
division	All	By Fiscal Year
FY	2019	All Values IN USD

Note : Do not modify the pivot table

Metrics	Quarters												Grand Total			
	Q1			Q2			Q3			Q4						
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug				
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	
market	All	P & L
division	All	By Fiscal Year
FY	2020	All Values IN USD

Metrics	Quarters												Grand Total			
	Q1			Q2			Q3			Q4						
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug				
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%

region	All	
market	All	P & L
division	All	By Fiscal Year
FY	2021	All Values IN USD

Metrics	Quarters												Grand Total			
	Q1			Q2			Q3			Q4						
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug				
Net Sales		44.8M	54.6M		74.3M	78.1M	44.8M		41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
Cogs		28.4M	34.7M		47.4M	49.8M	28.4M		26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
Gross margin		16.4M	19.9M		27.0M	28.3M	16.4M		15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
GM%		36.7%	36.5%		36.3%	36.3%	36.7%		36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%



Net Sales

Comparison

2021 vs 2020	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
2020 vs 2019	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%