



market All
region All
division All
customer All
FY **2019**

P&L
By Months

Metrics	Quarter Q1		Q2			
	Sep	Oct	Nov	Dec	Jan	Feb
Net sales	6.46M	8.04M	10.74M	11.44M	6.52M	6.08M
cogs	3.82M	4.66M	6.28M	6.70M	3.86M	3.53M
Gross Margin	2.64M	3.37M	4.45M	4.73M	2.67M	2.55M
GM %	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%

market All
region All
division All
customer All
FY **2020**

P&L
By Months

Metrics	Quarter Q1		Q2			
	Sep	Oct	Nov	Dec	Jan	Feb
Net sales	17.10M	20.63M	28.69M	29.90M	17.13M	15.93M
cogs	10.64M	12.83M	18.07M	18.89M	10.67M	9.92M
Gross Margin	6.46M	7.79M	10.63M	11.01M	6.47M	6.01M
GM %	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%

market All
region All
division All
customer All
FY **2021**

P&L
By Months

Metrics	Quarter Q1		Q2			
	Sep	Oct	Nov	Dec	Jan	Feb
Net sales	44.82M	54.59M	74.34M	78.06M	44.79M	41.82M
cogs	28.39M	34.65M	47.36M	49.76M	28.36M	26.54M
Gross Margin	16.43M	19.94M	26.98M	28.30M	16.43M	15.28M



GM %	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%
------	--------	--------	--------	--------	--------	--------

Net Sales
Comparison The growth percentage

21 vs 20	162.06%	164.68%	159.10%	161.05%	161.40%	162.49%
20 vs 19	164.63%	156.58%	167.27%	161.45%	162.75%	162.02%













































Do not modify the pivot table

Q3				Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug		
	6. 41M	6. 32M	6. 49M	6. 18M	6. 48M	6. 31M	87. 48M
	3. 75M	3. 71M	3. 84M	3. 59M	3. 79M	3. 70M	51. 24M
	2. 66M	2. 62M	2. 65M	2. 60M	2. 69M	2. 61M	36. 24M
	41.45%	41.39%	40.79%	42.00%	41.48%	41.39%	41.43%

Q3				Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug		
	2. 11M	7. 76M	9. 93M	14. 88M	16. 08M	16. 54M	196. 69M
	1. 34M	4. 83M	6. 21M	9. 34M	10. 18M	10. 45M	123. 37M
	. 77M	2. 93M	3. 72M	5. 55M	5. 90M	6. 08M	73. 32M
	36.68%	37.73%	37.49%	37.27%	36.68%	36.79%	37.28%

Q3				Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug		
	43. 95M	43. 54M	44. 40M	41. 47M	44. 05M	43. 05M	598. 88M
	27. 97M	27. 72M	28. 13M	26. 35M	28. 03M	27. 44M	380. 71M
	15. 98M	15. 82M	16. 27M	15. 11M	16. 02M	15. 61M	218. 16M



36.37%	36.33%	36.63%	36.45%	36.37%	36.26%	36.43%
--------	--------	--------	--------	--------	--------	--------

1981.59%	461.21%	347.02%	178.64%	173.93%	160.31%	204.48%
-67.07%	22.73%	53.05%	140.65%	148.00%	162.03%	124.85%