

**Filters**

region	All
market	All
division	All
customer	All
FY	2019

**P & L By Fiscal Years****All values are in USD**

Note: Do not modify the pivot table

Metrics	Quarters						
	Q1			Q2		Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Net sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M
Cogs	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M
GM%	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%

region	All
market	All
division	All
customer	All
FY	2020

**All values are in USD**

Metrics	Quarters						
	Q1			Q2			Q3
	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Net sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M
Cogs	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M
GM%	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%

region	All
market	All
division	All
customer	All
FY	2021

**All values are in USD**

Metrics	Quarters						
	Q1			Q2		Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Net sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M
Cogs	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M
GM%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%



Net sales  
Comparision

21 VS 20	262.1%	264.7%	259.1%	261.0%	261.4%	262.5%	2081.6%
20 VS 19	264.6%	256.6%	267.3%	261.5%	262.8%	262.0%	32.9%

































































Q3		Q4			Grand Total
Apr	May	Jun	Jul	Aug	
6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

Q3		Q4			Grand Total
Apr	May	Jun	Jul	Aug	
7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

Q3		Q4			Grand Total
Apr	May	Jun	Jul	Aug	
43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
36.3%	36.6%	36.4%	36.4%	36.3%	36.4%





561.2%	447.0%	278.6%	273.9%	260.3%	304.5%
122.7%	153.1%	240.7%	248.0%	262.0%	224.8%