



FILTER

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

P & L

By Fiscal Years

All values in USD

Note: Do not Modify the pivot table

Matrics	Fiscal Years					
	Q1			Q2		
	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%	

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

P & L

By Fiscal Years

All values in USD

Note: 21 vs 20 is not part of pivot table

Matrics	Fiscal Years					
	Q1			Q2		
	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%	

region All
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FY **2021**

P & L

By Fiscal Years

All values in USD

Note: 21 vs 20 is not part of pivot table

Matrics	Fiscal Years					
	Q1			Q2		
	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%
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Net Sales

Camparison

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 Feb	Q3 Mar	Apr	May	Q4 Jun	Jul
6.1M	6.4M	6.3M	6.5M	6.2M	6.5M
3.5M	3.8M	3.7M	3.8M	3.6M	3.8M
2.6M	2.7M	2.6M	2.6M	2.6M	2.7M
41.9%	41.5%	41.4%	40.8%	42.0%	41.5%

Q2 Feb	Q3 Mar	Apr	May	Q4 Jun	Jul
15.9M	2.1M	7.8M	9.9M	14.9M	16.1M
9.9M	1.3M	4.8M	6.2M	9.3M	10.2M
6.0M	0.8M	2.9M	3.7M	5.5M	5.9M
37.7%	36.7%	37.7%	37.5%	37.3%	36.7%

Q2 Feb	Q3 Mar	Apr	May	Q4 Jun	Jul
41.8M	44.0M	43.5M	44.4M	41.5M	44.0M
26.5M	28.0M	27.7M	28.1M	26.4M	28.0M
15.3M	16.0M	15.8M	16.3M	15.1M	16.0M



36.5%	36.4%	36.3%	36.6%	36.4%	36.4%
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162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%
162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%



Q4	Grand Total
Aug	
6.3M	87478258.35
3.7M	51238673.83
2.6M	36239584.52
41.4%	0.414269616

Q4	Grand Total
Aug	
16.5M	196690953.1
10.5M	123371488.2
6.1M	73319464.88
36.8%	0.372764806

Q4	Grand Total
Aug	
43.0M	598877095.3
27.4M	380714262.2
15.6M	218162833.1



36.3%	0.364286487
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160.3%	204.5%
162.0%	124.8%