



## Filters

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

## P & L

### By Fiscal Year

All Values in USD

Note : Do not modify t

Fiscal Years								
Metrics	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
Sum of COG	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%

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

## P & L

### By Fiscal Year

All Values in USD

Fiscal Years								
Metrics	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
Sum of COG	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%

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

## P & L

### By Fiscal Year

All Values in USD

Fiscal Years								
Metrics	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
Sum of COG	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  
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on

21 Vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%
20 Vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%



he pivot table

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%



461.2%	347.0%	178.6%	173.9%	160.3%
22.7%	53.1%	140.7%	148.0%	162.0%