



Filters

market All
 region All
 division All
 customer All
 FY 2019

P & L

By Fiscal Years

All values in USD

Note : Do not modify the pivot table

	Quarters														
	Q1			Q2			Q3			Q4			Grand Total		
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug			
NetSales		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 %		40.87%	41.97%	41.49%	41.39%	40.87%	41.94%	41.45%	41.39%	40.79%	42.00%	41.48%	41.39%	41.43%	

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	Quarters												Grand Total	
	Q1			Q2			Q3			Q4				
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
NetSales		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 %		37.77%	37.78%	37.04%	36.81%	37.75%	37.74%	36.68%	37.73%	37.49%	37.27%	36.68%	36.79%	37.28%



market
region
division
customer
FY

All
All
All
All
2021

P & L
By Fiscal Years
All values in USD

Metrics	Quarters												Grand Total
	Q1			Q2			Q3			Q4			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
NetSales	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 %	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%	36.37%	36.33%	36.63%	36.45%	36.37%	36.26%	36.43%

Net Sales Comparison													
21 vs 20	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%
20 vs 19	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%



