



FILTER

region	All
market	All
customer	All
division	All
FY	2019

P & L

By Fiscal Quarter

All values in USD

Note: Do Not Modify The Pivot Table

Values	Column Labels											
	Q1			Q2			Q3			Q4		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun		
Net Sales	6.5M	8.0M		10.7M	11.4M	6.5M	6.1M	6.4M	6.3M	6.5M	6.2M	
COGS	3.8M	4.7M		6.3M	6.7M	3.9M	3.5M	3.8M	3.7M	3.8M	3.6M	
Gross Margin	2.6M	3.4M		4.5M	4.7M	2.7M	2.6M	2.7M	2.6M	2.6M	2.6M	
GM%	40.87%	41.97%		41.49%	41.39%	40.87%	41.94%	41.45%	41.39%	40.79%	42.00%	

FILTER

region	All
market	All
customer	All
division	All
FY	2020

P & L

By Fiscal Quarter

All values in USD

Values	Column Labels											
	Q1			Q2			Q3			Q4		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun		
Net Sales	17.1M	20.6M		28.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M	14.9M	
COGS	10.6M	12.8M		18.1M	18.9M	10.7M	9.9M	1.3M	4.8M	6.2M	9.3M	
Gross Margin	6.5M	7.8M		10.6M	11.0M	6.5M	6.0M	0.8M	2.9M	3.7M	5.5M	



GM%	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%	36.68%	37.73%	37.49%	37.27%
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FILTER

region	All
market	All
customer	All
division	All
FY	2021

P & L
By Fiscal Quarter
All values in USD

Values	Column Labels											
	Q1			Q2			Q3			Q4		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun		
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M	44.4M	41.5M		
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M	28.1M	26.4M		
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M	16.3M	15.1M		
GM%	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%	36.37%	36.33%	36.63%	36.45%		

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%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%



Q4	Grand Total	
Jul	Aug	
6.5M	6.3M	87.5M
3.8M	3.7M	51.2M
2.7M	2.6M	36.2M
41.48%	41.39%	41.43%

Q4	Grand Total	
Jul	Aug	
16.1M	16.5M	196.7M
10.2M	10.5M	123.4M
5.9M	6.1M	73.3M



36.68% 36.79% 37.28%

Q4	Grand Total	
Jul	Aug	
44.0M	43.0M	598.9M
28.0M	27.4M	380.7M
16.0M	15.6M	218.2M
36.37%	36.26%	36.43%

173.9%	160.3%	204.5%
148.0%	162.0%	124.8%