

region All  
market All  
division All  
customer All  
FY 2019

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

Note:-Do Not Modify the Pivot Table

	Quarters																Grand Total
	Q1				Q2				Q3				Q4				
Values	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug					
Net_sales	06.5M	08.0M	10.7M	11.4M	06.5M	06.1M	06.4M	06.3M	06.5M	06.2M	06.5M	06.3M					
COGS	03.8M	04.7M	06.3M	06.7M	03.9M	03.5M	03.8M	03.7M	03.8M	03.6M	03.8M	03.7M					
Gross margin	02.6M	03.4M	04.5M	04.7M	02.7M	02.6M	02.7M	02.6M	02.6M	02.7M	02.6M						
GM%	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%					

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	Quarters												Grand Total
	Q1			Q2			Q3			Q4			
Values	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net_sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	02.1M	07.8M	09.9M	14.9M	16.1M	16.5M	196.7M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	09.9M	01.3M	04.8M	06.2M	09.3M	10.2M	10.5M	123.4M
Gross margin	06.5M	07.8M	10.6M	11.0M	06.5M	06.0M	00.8M	02.9M	03.7M	05.5M	05.9M	06.1M	73.3M
GM%	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

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FY 2021

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**Fiscal Years**  
All values in USD

	Quarters																Grand Total
	Q1				Q2				Q3				Q4				
Values	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug					
Net_sales	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%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%			36.4%		

#### Net\_sales comparison

	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Grand Total
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%