



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

Metrics	Quarter Q1				Q2				Q3				Q4				Grand Total
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug					
Net Sales		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
Gross Margin %		40.9%	42.0%		41.5%	41.4%		40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%		41.4%

region	All
market	All
division	All
customer	All
FY	2020

P & L
By Fiscal Years
All values in USD

Metrics	Quarter Q1				Q2				Q3				Q4				Grand Total
	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	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
Gross Margin %		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%

region	All
market	All
division	All
customer	All
FY	2021

P & L
By Fiscal Years
All values in USD

Metrics	Quarter Q1				Q2				Q3				Q4				Grand Total
	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
Gross Margin %		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

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%