



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

P&L
By Fiscal Years
All Values in USD

2020 VS 2021 is not part of pivot table

	Fiscal year					
	Q1			Q2		
Values	1	2	3	4	5	6
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M
Gross margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M
GM%	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%

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

P&L
By Fiscal Years
All Values in USD

2020 VS 2021 is not part of pivot table

	Fiscal year					
	Q1			Q2		
Values	1	2	3	4	5	6
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M
Gross margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M
GM%	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%

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

P&L
By Fiscal Years
All Values in USD

2020 VS 2021 is not part of pivot table

	Fiscal year					
	Q1			Q2		
Values	1	2	3	4	5	6



Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M
Gross margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M
GM%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%

Net Sales Comparision

21 vs 20	262.06%	264.68%	259.10%	261.05%	261.40%	262.49%
20 vs 19	264.63%	256.58%	267.27%	261.45%	262.75%	262.02%

































NOTE: Don't modify the pivot table

Q3			Q4			Grand Total
7	8	9	10	11	12	
6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

Q3			Q4			Grand Total
7	8	9	10	11	12	
2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

Q3			Q4			Grand Total
7	8	9	10	11	12	



44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

2081.59%	561.21%	447.02%	278.64%	273.93%	260.31%
32.93%	122.73%	153.05%	240.65%	248.00%	262.03%