



FILTERS

region	All
market	All
division	All
customer	All
FY	2019

P & L

By Fiscal Years (Financials)

All values in USD

Note: Do not modify the Pivot Table

Metrics	Quarters														Grand Total
	Q1			Q2				Q3				Q4			
	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
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%	41.4%

FILTERS

region	All
market	All
division	All
customer	All
FY	2020

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		
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
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%

FILTERS

region	All
market	All
division	All
customer	All
FY	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		
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%