

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	Quarters						
	Q1		Q2				
	Sep	Oct	Nov	Dec	Jan	Feb	
Net_Sales	6,5M	8,M	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%	

region	All
market	All
division	All
customer	All
FY	2020

P & L**By Fiscal Years**

All values in USD

Metrics	Quarters						
	Q1		Q2				
	Sep	Oct	Nov	Dec	Jan	Feb	
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,M	6,5M	6,M	
GM %	37,8%	37,8%	37,0%	36,8%	37,8%	37,7%	

region	All
market	All
division	All
customer	All
FY	2021

P & L**By Fiscal Years**

All values in USD

Metrics	Quarters						
	Q1		Q2				
	Sep	Oct	Nov	Dec	Jan	Feb	
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,M	28,3M	16,4M	15,3M	
GM %	36,7%	36,5%	36,3%	36,3%	36,7%	36,5%	



**Net Sales
Comparison**

21 vs 20	162,1%	164,7%	159,1%	161,0%	161,4%	162,5%
20 vs 19	164,6%	156,6%	167,3%	161,5%	162,8%	162,0%

Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
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
Mar	Apr	May	Jun	Jul	Aug	
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
,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
Mar	Apr	May	Jun	Jul	Aug	
44,M	43,5M	44,4M	41,5M	44,M	43,M	598,9M
28,M	27,7M	28,1M	26,4M	28,M	27,4M	380,7M
16,M	15,8M	16,3M	15,1M	16,M	15,6M	218,2M
36,4%	36,3%	36,6%	36,4%	36,4%	36,3%	36,4%



1981,6%	461,2%	347,0%	178,6%	173,9%	160,3%	204%
-67,1%	22,7%	53,1%	140,7%	148,0%	162,0%	125%