



FILTERS			
region	All		
division	All		
customer	All	P & L	
market	All	By Fiscal Months	
FY	2019	All values are in USD	Note:-Do not modify the pivot table

	Quarters																Grand Total
	Q1				Q2				Q3				Q4				
Metrics	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%	

region	All		
division	All		
customer	All	P & L	
market	All	By Fiscal Year	
FY	2020	All values are in USD	

	Quarters																Grand Total
	Q1				Q2				Q3				Q4				
Metrics	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%	

region	All		
division	All		
customer	All	P & L	
market	All	By Fiscal Year	
FY	2021	All values are in USD	

	Quarters												Grand Total	
	Q1		Q2				Q3		Q4					
Metrics	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																	
Comparsion																	
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%