

**FILTERS**

region	All
market	All
division	All
customer	All
FY	2019

**P & L****By Fiscal Months****All values are in USD**

Metrics	Quarters		Quarters	
	Q1		Q2	
	Sep	Oct	Nov	Dec
Net_sales	6.5M	8.0M	10.7M	11.4M
COGS	3.8M	4.7M	6.3M	6.7M
Gross Margin	2.6M	3.4M	4.5M	4.7M
GM %	40.9%	42.0%	41.5%	41.4%

region	All
market	All
division	All
customer	All
FY	2020

**P & L****By Fiscal Months****All values are in USD**

Note: 21 vs 20 is not part

Metrics	Quarters		Quarters	
	Q1		Q2	
	Sep	Oct	Nov	Dec
Net_sales	17.1M	20.6M	28.7M	29.9M
COGS	10.6M	12.8M	18.1M	18.9M
Gross Margin	6.5M	7.8M	10.6M	11.0M
GM %	37.8%	37.8%	37.0%	36.8%

region	All
market	All
division	All
customer	All
FY	2021

**P & L****By Fiscal Months****All values are in USD**

Note: 21 vs 20 is not part

Metrics	Quarters		Quarters	
	Q1		Q2	
	Sep	Oct	Nov	Dec
Net_sales	44.8M	54.6M	74.3M	78.1M
COGS	28.4M	34.7M	47.4M	49.8M
Gross Margin	16.4M	19.9M	27.0M	28.3M
GM %	36.7%	36.5%	36.3%	36.3%

**Net Sales**  
**Comparison**



21 vs 20	162.1%	164.7%	159.1%	161.0%
20 vs 19	164.6%	156.6%	167.3%	161.5%

2020	30
2021	50
Difference(growth)	20
21 vs 20	167% 21's revenue is 167% of 20's revenue
Real Growth %	67%

































**Note: Do not modify the pivot table**

Q2		Q3			Q4		
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
6.5M	6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M
3.9M	3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M
2.7M	2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M
40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%

of pivot table

Q2		Q3			Q4		
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
17.1M	15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M
10.7M	9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M
6.5M	6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M
37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%

of pivot table

Q2		Q3			Q4		
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
44.8M	41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M
28.4M	26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M
16.4M	15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M
36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%



161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%
162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%



































Grand Total

87.5M
51.2M
36.2M
41.4%

Grand Total

196.7M
123.4M
73.3M
37.3%

Grand Total

598.9M
380.7M
218.2M
36.4%



204.5%  
124.8%