

customer	All
region	All
market	All
FY	2019

P & L

By Fiscal Months

All Values in USD

Fiscal Months					
	Q1			Q2	
Metrics	Sep	Oct	Nov	Dec	Jan
Net sales amount	6.46M	8.04M	10.74M	11.44M	6.52M
TOTAL COGS	3.82M	4.66M	6.28M	6.70M	3.86M
Gross Margin	2.64M	3.37M	4.45M	4.73M	2.67M
GM %	40.87%	41.97%	41.49%	41.39%	40.87%

customer	All
region	All
market	All
FY	2020

P & L

By Fiscal Months

All Values in USD

Fiscal Months					
	Q1			Q2	
Metrics	Sep	Oct	Nov	Dec	Jan
Net sales amount	17.10M	20.63M	28.69M	29.90M	17.13M
TOTAL COGS	10.64M	12.83M	18.07M	18.89M	10.67M
Gross Margin	6.46M	7.79M	10.63M	11.01M	6.47M
GM %	37.77%	37.78%	37.04%	36.81%	37.75%

customer	All
region	All
market	All
FY	2021

P & L

By Fiscal Months

All Values in USD

Fiscal Months						
Q1			Q2			
Metrics	Sep	Oct	Nov	Dec	Jan	
Net sales amount	44.82M	54.59M	74.34M	78.06M	44.79M	
TOTAL COGS	28.39M	34.65M	47.36M	49.76M	28.36M	
Gross Margin	16.43M	19.94M	26.98M	28.30M	16.43M	
GM %	36.65%	36.52%	36.29%	36.26%	36.68%	

Net Sales Comparison

21 Vs 20	162%	165%	159%	161%	161%
20 Vs 19	165%	157%	167%	161%	163%

Note : Do not modify the Pivot Table.

Q2	Q3	Q4					Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug	
6.08M	6.41M	6.32M	6.49M	6.18M	6.48M	6.31M	87.48M
3.53M	3.75M	3.71M	3.84M	3.59M	3.79M	3.70M	51.24M
2.55M	2.66M	2.62M	2.65M	2.60M	2.69M	2.61M	36.24M
41.94%	41.45%	41.39%	40.79%	42.00%	41.48%	41.39%	41.43%

Q2	Q3	Q4					Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug	
15.93M	2.11M	7.76M	9.93M	14.88M	16.08M	16.54M	196.69M
9.92M	1.34M	4.83M	6.21M	9.34M	10.18M	10.45M	123.37M
6.01M	0.77M	2.93M	3.72M	5.55M	5.90M	6.08M	73.32M
37.74%	36.68%	37.73%	37.49%	37.27%	36.68%	36.79%	37.28%

Q2	Q3	Q4					Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug	
41.82M	43.95M	43.54M	44.40M	41.47M	44.05M	43.05M	598.88M
26.54M	27.97M	27.72M	28.13M	26.35M	28.03M	27.44M	380.71M
15.28M	15.98M	15.82M	16.27M	15.11M	16.02M	15.61M	218.16M
36.53%	36.37%	36.33%	36.63%	36.45%	36.37%	36.26%	36.43%

162%	1982%	461%	347%	179%	174%	160%	204%
162%	-67%	23%	53%	141%	148%	162%	125%