



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

Metrics	Quarter Q1		Q2		Q3	
	Sep	Oct	Nov	Dec	Jan	Feb
Net Sales	6.5M	8.0M	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	P & L	
customer	All	By Fiscal Months	
FY	2020	All values in USD	

Metrics	Quarter Q1		Q2		Q3	
	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	11.0M	6.5M	6.0M
GM%	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%

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

Metrics	Quarter Q1		Q2		Q3	
	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	27.0M	28.3M	16.4M	15.3M
GM%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%

Net Sales
Comparsion

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%