

## P&L By Fiscal Month

### Filters

division	All
region	All
market	All
customer	All
FY	2019

### P&L By Fiscal Month for 2019

	Quarter Q1	Q2	Q3	Q4	Grand Total
<b>Metrics</b>					
Net Sales	25.2M	24.0M	19.2M	19.0M	87.5M
Cogs	14.8M	14.1M	11.3M	11.1M	51.2M
Gross Margin	10.5M	9.9M	7.9M	7.9M	36.2M
GM%	41.49%	41.39%	41.21%	41.62%	41.43%

division	All
region	All
market	All
customer	All
FY	2020

### P&L By Fiscal Month for 2020

	Quarter Q1	Q2	Q3	Q4	Grand Total
<b>Metrics</b>					
Net Sales	66.4M	63.0M	19.8M	47.5M	196.7M
Cogs	41.5M	39.5M	12.4M	30.0M	123.4M
Gross Margin	24.9M	23.5M	7.4M	17.5M	73.3M
GM%	37.45%	37.30%	37.49%	36.90%	37.28%

division	All
region	All
market	All
customer	All
FY	2021

### P&L By Fiscal Month for 2021

	Quarter				
	Q1	Q2	Q3	Q4	Grand Total
Matrics					
Net Sales	173.8M	164.7M	131.9M	128.6M	598.9M
Cogs	110.4M	104.7M	83.8M	81.8M	380.7M
Gross Margin	63.3M	60.0M	48.1M	46.7M	218.2M
GM%	36.46%	36.44%	36.45%	36.36%	36.43%

### Net sales comparision

**21 vs 20**      304%

**20 vs 19**      225%