

## Filters

region	All
market	All
division	All
customer	All
FY	2019

## P &amp; L

## By Fiscal Year

All values are in USD

Note : Do not modify the pivot table

metrics	Quarters				Grand Total
	Q1	Q2	Q3	Q4	
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 %	41.5%	41.4%	41.2%	41.6%	41.4%

region	All
market	All
division	All
customer	All
FY	2020

## P &amp; L

## By Fiscal Year

All values are in USD

metrics	Quarters				Grand Total
	Q1	Q2	Q3	Q4	
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 %	37.5%	37.3%	37.5%	36.9%	37.3%

region	All
market	All
division	All
customer	All
FY	2021

## P &amp; L

## By Fiscal Year

All values are in USD

metrics	Quarters				Grand Total
	Q1	Q2	Q3	Q4	
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 %	36.5%	36.4%	36.4%	36.4%	36.4%

## net sales comparision

21 vs 20	161.6%	161.5%	566.0%	170.7%	204.5%
20 vs 19	163.2%	162.0%	3.0%	150.3%	124.8%

### Understanding the comparision

2020	30
2021	50
Difference in growth	20
21 vs 20	167% (formula applied is $2021 / 2020$ )
21 vs 20 ( growth )	67% (formula applied is $\text{Difference in growth} / 2020$ )

Note : Instead of calculating difference of growth use formula  $2021 / 2020 - 1$

Note :Buisness managers are always interested in growth percentage rather than the absolute







































































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percentage