



## FILTERS

Region	All
Country	All
Division	All
Customer	All
FY	2019

## P &amp; L by Months

Do not modify the pivot table

	Quarter Q1				Q2		Q3			Q4			Grand Total
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	\$ 6.46m	\$ 8.04m	\$ 10.74m	\$ 11.44m	\$ 6.52m	\$ 6.08m	\$ 6.41m	\$ 6.32m	\$ 6.49m	\$ 6.18m	\$ 6.48m	\$ 6.31m	\$ 87.48m
COGS	\$ 3.82m	\$ 4.66m	\$ 6.28m	\$ 6.70m	\$ 3.86m	\$ 3.53m	\$ 3.75m	\$ 3.71m	\$ 3.84m	\$ 3.59m	\$ 3.79m	\$ 3.70m	\$ 51.24m
Gross Margin	\$ 2.64m	\$ 3.37m	\$ 4.45m	\$ 4.73m	\$ 2.67m	\$ 2.55m	\$ 2.66m	\$ 2.62m	\$ 2.65m	\$ 2.60m	\$ 2.69m	\$ 2.61m	\$ 36.24m
GM %	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%	41.45%	41.39%	40.79%	42.00%	41.48%	41.39%	41.43%

Region	All
Country	All
Division	All
Customer	All
FY	2020

## P &amp; L by Months

	Quarter Q1				Q2		Q3			Q4			Grand Total
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	\$ 17.10m	\$ 20.63m	\$ 28.69m	\$ 29.90m	\$ 17.13m	\$ 15.93m	\$ 2.11m	\$ 7.76m	\$ 9.93m	\$ 14.88m	\$ 16.08m	\$ 16.54m	\$ 196.69m
COGS	\$ 10.64m	\$ 12.83m	\$ 18.07m	\$ 18.89m	\$ 10.67m	\$ 9.92m	\$ 1.34m	\$ 4.83m	\$ 6.21m	\$ 9.34m	\$ 10.18m	\$ 10.45m	\$ 123.37m
Gross Margin	\$ 6.46m	\$ 7.79m	\$ 10.63m	\$ 11.01m	\$ 6.47m	\$ 6.01m	\$ 0.77m	\$ 2.93m	\$ 3.72m	\$ 5.55m	\$ 5.90m	\$ 6.08m	\$ 73.32m
GM %	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%	36.68%	37.73%	37.49%	37.27%	36.68%	36.79%	37.28%

Region	All
Country	All
Division	All
Customer	All
FY	2021

## P &amp; L by Months

	Quarter Q1				Q2		Q3			Q4			Grand Total
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	\$ 44.82m	\$ 54.59m	\$ 74.34m	\$ 78.06m	\$ 44.79m	\$ 41.82m	\$ 43.95m	\$ 43.54m	\$ 44.40m	\$ 41.47m	\$ 44.05m	\$ 43.05m	\$ 598.88m
COGS	\$ 28.39m	\$ 34.65m	\$ 47.36m	\$ 49.76m	\$ 28.36m	\$ 26.54m	\$ 27.97m	\$ 27.72m	\$ 28.13m	\$ 26.35m	\$ 28.03m	\$ 27.44m	\$ 380.71m
Gross Margin	\$ 16.43m	\$ 19.94m	\$ 26.98m	\$ 28.30m	\$ 16.43m	\$ 15.28m	\$ 15.98m	\$ 15.82m	\$ 16.27m	\$ 15.11m	\$ 16.02m	\$ 15.61m	\$ 218.16m
GM %	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%	36.37%	36.33%	36.63%	36.45%	36.37%	36.26%	36.43%

## Net Sales Comparison

21 vs 20	162.06%	164.68%	159.10%	161.05%	161.40%	162.49%	1981.59%	461.21%	347.02%	178.64%	173.93%	160.31%	204.48%
20 vs 19	164.63%	156.58%	167.27%	161.45%	162.75%	162.02%	-67.07%	22.73%	53.05%	140.65%	148.00%	162.03%	124.85%