

**Filters**

region	All
market	All
division	All
customer	All
FY	2019

**P & L by months & quarter**

All values are in USD

**Note: Don't 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
Gross margin %	41.5%	41.4%	41.2%	41.6%	41.4%

**Filters**

region	All
market	All
division	All
customer	All
FY	2020

**P & L by months & quarter**

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
Gross margin %	37.5%	37.3%	37.5%	36.9%	37.3%

**Filters**

region	All
market	All
division	All
customer	All
FY	2021

**P & L by months & quarter**  
**All values are in USD**

	Quarters				
	Q1	Q2	Q3	Q4	Grand Total
<b>Metrics</b>					
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
Gross margin %	36.5%	36.44%	36.45%	36.36%	36.4%

**Net Sales****Performance**

2021 vs 2020	161.6%	161.5%	566.0%	170.7%	204.5%
2020 vs 2019	163.2%	162.0%	3.0%	150.3%	124.8%