

fiscal_year	2019
customer	All
region	All
market	All
division	All

P & L By Month

All values are in USD

Note: Do not modify the pivot table

	Quarter 1	2	3	4	Grand Total
Metrics					
Netsales	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%

fiscal_year	2020
region	All
market	All
division	All
customer	All

P & L By Month

All values are in USD

	Quarter 1	2	3	4	Grand Total
Metrics					
Netsales	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%

fiscal_year	2021
region	All
market	All
division	All
customer	All

P & L By Month

All values are in USD

	Quarter 1	2	3	4	Grand Total
Metrics					
Netsales	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 comparison

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%