



Filter	
region	All
market	All
division	All
customer	All
FY Year	2019

**P&L**  
**By Fiscal Months**  
**All Value are in USD**  
**Note: Do not Modify the Pivot Table Report**

Quarter Months														Grand Total
	Q1				Q2		Q3		Q4					
Metrics	September	October	November	December	January	February	March	April	May	June	July	August		
Net Sales	6.46 M	8.04 M	10.74 M	11.44 M	6.52 M	6.08 M	6.41 M	6.32 M	6.49 M	6.18 M	6.48 M	6.31 M	87.48 M	
Total Cogs	3.82 M	4.66 M	6.28 M	6.70 M	3.86 M	3.53 M	3.75 M	3.71 M	3.84 M	3.59 M	3.79 M	3.70 M	51.24 M	
Gross Margin	2.64 M	3.37 M	4.45 M	4.73 M	2.67 M	2.55 M	2.66 M	2.62 M	2.65 M	2.60 M	2.69 M	2.61 M	36.24 M	
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%	

Filter	
region	All
market	All
division	All
customer	All
FY Year	2020

**P&L**  
**By Fiscal Months**  
**All Value are in USD**

	Quarter Months													
	Q1				Q2		Q3		Q4				Grand Total	
Metrics	September	October	November	December	January	February	March	April	May	June	July	August		
Net Sales	17.10 M	20.63 M	28.69 M	29.90 M	17.13 M	15.93 M	2.11 M	7.76 M	9.93 M	14.88 M	16.08 M	16.54 M	196.69 M	
Total Cogs	10.64 M	12.83 M	18.07 M	18.89 M	10.67 M	9.92 M	1.34 M	4.83 M	6.21 M	9.34 M	10.18 M	10.45 M	123.37 M	
Gross Margin	6.46 M	7.79 M	10.63 M	11.01 M	6.47 M	6.01 M	0.77 M	2.93 M	3.72 M	5.55 M	5.90 M	6.08 M	73.32 M	
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%	



Filter	
region	All
market	All
division	All
customer	All
FY Year	2021

P&L  
By Fiscal Months  
All Value are in USD

	Quarter Months													
	Q1				Q2		Q3		Q4				Grand Total	
Metrics	September	October	November	December	January	February	March	April	May	June	July	August		
Net Sales	44.82 M	54.59 M	74.34 M	78.06 M	44.79 M	41.82 M	43.95 M	43.54 M	44.40 M	41.47 M	44.05 M	43.05 M	598.88 M	
Total Cogs	28.39 M	34.65 M	47.36 M	49.76 M	28.36 M	26.54 M	27.97 M	27.72 M	28.13 M	26.35 M	28.03 M	27.44 M	380.71 M	
Gross Margin	16.43 M	19.94 M	26.98 M	28.30 M	16.43 M	15.28 M	15.98 M	15.82 M	16.27 M	15.11 M	16.02 M	15.61 M	218.16 M	
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 v/s 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%
20 v/s 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%