

**FILTERS**

region All
 market All
 division All
 customer All
 FY 2019

P & L**By Fiscal Month**

All values are in USD

Note: Do not modify pivot table

	Quarters				
	Q1	Q2	Q3	Q4	Grand Total
Metrics					
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%

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 FY 2020

P & L**By Fiscal Month**

All values are in USD

	Quarters				
	Q1	Q2	Q3	Q4	Grand Total
Metrics					
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%

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region All
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 FY 2021

P & L**By Fiscal Month**

All values are in USD

	Quarters				
	Q1	Q2	Q3	Q4	Grand Total
Metrics					
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	261.6%	261.5%	666.0%	270.7%	304.5%
20 vs 19	263.2%	262.0%	103.0%	250.3%	224.8%

Net Sales
Growth

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%

