



Filters

region	All
market	All
division	All
customer	All
FCY	2019

P & L

By Fiscal Month

All Values In USD

Note: Do not modify pivot table

	Quarters												
	Q1			Q2			Q3			Q4			Grand Total
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	06.46M	08.04M	10.74M	11.44M	06.52M	06.08M	06.41M	06.32M	06.49M	06.18M	06.48M	06.31M	87.48M
COGS	03.82M	04.66M	06.28M	06.70M	03.86M	03.53M	03.75M	03.71M	03.84M	03.59M	03.79M	03.70M	51.24M
Gross Margin	02.64M	03.37M	04.45M	04.73M	02.67M	02.55M	02.66M	02.62M	02.65M	02.60M	02.69M	02.61M	36.24M
Gross Margin %	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%

Filters

region	All
market	All
division	All
customer	All
FCY	2020

P & L

By Fiscal Month

All Values In USD

	Quarters												
	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	02.11M	07.76M	09.93M	14.88M	16.08M	16.54M	196.69M
COGS	10.64M	12.83M	18.07M	18.89M	10.67M	09.92M	01.34M	04.83M	06.21M	09.34M	10.18M	10.45M	123.37M
Gross Margin	06.46M	07.79M	10.63M	11.01M	06.47M	06.01M	00.77M	02.93M	03.72M	05.55M	05.90M	06.08M	73.32M
Gross Margin %	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%



Filters

region	All
market	All
division	All
customer	All
FCY	2021

P & L

By Fiscal Month

All Values In USD

	Quarters												
	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
Gross Margin %	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													
2021 Vs 2020	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%
2020 Vs 2019	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%