



FILTERS

region	All
market	All
division	All
customer	All
FY	2019

P & L

By Quarters

All values in USD

Note: Do not modify the 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%	

region	All
market	All
division	All
customer	All
FY	2020

P & L

By Quarters

All values 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%	

region	All
market	All
division	All
customer	All
FY	2021

P & L

By Quarters

All values 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

Comparison

21 vs 20	261.6%	261.5%	666.0%	270.7%	204.5%
20 vs 19	263.2%	262.0%	103.0%	250.3%	124.8%