

P & L by Month

(Do not modify the pivot table)

Filters

region	All
division	All
customer	All
Year	2019
Country	All

Metrics	Quarters	month												Grand Total
	Q1	Oct	Nov	Q2	Jan	Feb	Q3	Apr	May	Q4	Jun	Jul	Aug	
Net Sales	6.463M	8.039M	10.736M	11.437M	6.521M	6.081M	6.412M	6.322M	6.490M	6.184M	6.484M	6.311M		87.478M
COGS	3.822M	4.664M	6.281M	6.703M	3.856M	3.530M	3.754M	3.705M	3.843M	3.587M	3.794M	3.699M		51.239M
Gross Margin	2.641M	3.374M	4.455M	4.733M	2.665M	2.550M	2.658M	2.616M	2.647M	2.597M	2.690M	2.612M		36.240M
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
division	All
customer	All
Year	2020
Country	All

Metrics	Quarters	month												Grand Total
	Q1	Oct	Nov	Q2	Jan	Feb	Q3	Apr	May	Q4	Jun	Jul	Aug	
Net Sales	17.102M	20.625M	28.693M	29.902M	17.134M	15.933M	2.111M	7.758M	9.933M	14.883M	16.080M	16.537M		196.691M
COGS	10.643M	12.834M	18.066M	18.895M	10.666M	9.920M	1.337M	4.831M	6.209M	9.336M	10.182M	10.452M		123.371M
Gross Margin	6.459M	7.792M	10.627M	11.007M	6.468M	6.013M	0.774M	2.927M	3.723M	5.547M	5.898M	6.084M		73.319M
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
division	All
customer	All
Year	2021
Country	All

Metrics	Quarters	month												Grand Total
	Q1	Oct	Nov	Q2	Jan	Feb	Q3	Apr	May	Q4	Jun	Jul	Aug	
Net Sales	44.817M	54.592M	74.342M	78.059M	44.789M	41.823M	43.950M	43.541M	44.400M	41.469M	44.047M	43.047M		598.877M
COGS	28.390M	34.654M	47.364M	49.758M	28.360M	26.544M	27.966M	27.722M	28.134M	26.354M	28.028M	27.440M		380.714M
Gross Margin	16.427M	19.938M	26.978M	28.301M	16.429M	15.280M	15.984M	15.819M	16.266M	15.114M	16.019M	15.607M		218.163M
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

Metrics	Quarters	month												Grand Total
	Q1	Oct	Nov	Q2	Jan	Feb	Q3	Apr	May	Q4	Jun	Jul	Aug	
2021vs2020	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%
2020vs2019	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%