

P & L by Month

(Do not modify the pivot table)

Filters

| | |
|----------|------|
| region | All |
| division | All |
| customer | All |
| Year | 2019 |
| Country | All |

| | Quarters | | month | | | | | | | | | | | Grand Total |
|----------------|----------|--------|---------|---------|--------|--------|--------|--------|--------|--------|--------|--------|---------|-------------|
| Metrics | Q1 | | Q2 | | | | Q3 | | | Q4 | | | | |
| | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | 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 |

| | Quarters | | month | | | | | | | | | | Grand Total |
|----------------|----------|---------|---------|---------|---------|---------|--------|--------|--------|---------|---------|---------|-------------|
| Metrics | Q1 | | Q2 | | | | Q3 | | | Q4 | | | |
| | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | 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 |

| | Quarters | | month | | | | | | | | | | | Grand Total |
|----------------|----------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|----------|-------------|
| Metrics | Q1 | | Q2 | | | | Q3 | | | Q4 | | | | |
| | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | 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

| | Quarters | | month | | | | | | | | | | | |
|------------|----------|---------|---------|---------|---------|---------|----------|---------|---------|---------|---------|---------|---------|-------------|
| Metrics | Q1 | | Q2 | | | | Q3 | | | Q4 | | | | Grand Total |
| | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | 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% | |