



FILTER	
region	All
division	All
customer	All
market	All
FY	2019

P & L
By Fiscal Year
(All values are in USD)
Note: 2021 vs 2020 % column is not a part of the pivot table

Do not modify the Pivot Table

Metrics	Quarter Q1				Q2				Q3				Q4				Grand Total
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug					
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	67.5M				
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M				
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M				
GM%	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%				

FILTER	
region	All
division	All
customer	All
market	All
FY	2020

P & L
By Fiscal Year
(All values are in USD)
Note: 2021 vs 2020 % column is not a part of the pivot table

Do not modify the Pivot Table

Metrics	Quarter Q1				Q2				Q3				Q4				Grand Total
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug					
Net Sales	17.1M	20.6M	20.7M	29.7M	17.1M	15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M				
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M				
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M				
GM%	37.8%	37.8%	37.0%	36.8%	37.8%	37.3%	36.7%	37.0%	37.5%	37.3%	36.7%	36.8%	37.3%				

FILTER	
region	All
division	All
customer	All
market	All
FY	2021

P & L
By Fiscal Year
(All values are in USD)
Note: 2021 vs 2020 % column is not a part of the pivot table

Do not modify the Pivot Table

Metrics	Quarter Q1				Q2				Q3				Q4				Grand Total
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug					
Net Sales	44.8M	54.6M	74.2M	78.1M	44.8M	41.8M	44.0M	43.5M	44.6M	41.5M	44.0M	43.0M	598.9M				
COGS	28.4M	24.7M	47.6M	49.8M	28.4M	26.3M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	388.7M				
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M				
GM%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%				

Net Sales Comparison	
2020 vs 2020	162.1%
2020 vs 2019	164.6%

Competition	
2020 vs 2020	162.1%
2020 vs 2019	164.6%