



Filters	
region	All
market	All
division	All
customer	All
FY	2019

P & L

By Fiscal Year

All values are in USD

Note: 2021 vs 2020 is not a part of pivot table

	Quarters																
	Q1			Q1 Total	Q2			Q2 Total	Q3			Q3 Total	Q4			Q4 Total	Grand Total
Metrics	Sep	Oct	Nov		Dec	Jan	Feb		Mar	Apr	May		Jun	Jul	Aug		
Net Sales	6.5M	8.0M	10.7M	25.2M	11.4M	6.5M	6.1M	24.0M	6.4M	6.3M	6.5M	19.2M	6.2M	6.5M	6.3M	19.0M	87.5M
COGS	3.8M	4.7M	6.3M	14.8M	6.7M	3.9M	3.5M	14.1M	3.8M	3.7M	3.8M	11.3M	3.6M	3.8M	3.7M	11.1M	51.2M
Gross Margin	2.6M	3.4M	4.5M	10.5M	4.7M	2.7M	2.6M	9.9M	2.7M	2.6M	2.6M	7.9M	2.6M	2.7M	2.6M	7.9M	36.2M
GM%	40.9%	42.0%	41.5%	41.5%	41.4%	40.9%	41.9%	41.4%	41.5%	41.4%	40.8%	41.2%	42.0%	41.5%	41.4%	41.6%	41.4%

Filters	
region	All
market	All
division	All
customer	All
FY	2020

P & L

By Fiscal Year

All values are in USD

Note: 2021 vs 2020 is not a part of pivot table

Metrics	Quarters			Q1 Total	Q2	Q2 Total			Q3	Q3 Total			Q4			Q4 Total	Grand Total
	Q1	Oct	Nov			Jan	Feb	Mar		Apr	May	Jun	Jul	Aug			
Net Sales	17.1M	20.6M	28.7M	66.4M	29.9M	17.1M	15.9M	63.0M	2.1M	7.8M	9.9M	19.8M	14.9M	16.1M	16.5M	47.5M	196.7M
COGS	10.6M	12.8M	18.1M	41.5M	18.9M	10.7M	9.9M	39.5M	1.3M	4.8M	6.2M	12.4M	9.3M	10.2M	10.5M	30.0M	123.4M
Gross Margin	6.5M	7.8M	10.6M	24.9M	11.0M	6.5M	6.0M	23.5M	0.8M	2.9M	3.7M	7.4M	5.5M	5.9M	6.1M	17.5M	73.3M
GM%	37.8%	37.8%	37.0%	37.5%	36.8%	37.8%	37.7%	37.3%	36.7%	37.7%	37.5%	37.5%	37.3%	36.7%	36.8%	36.9%	37.3%

Filters	
region	All
market	All
division	All
customer	All
FY	2021

P & L

By Fiscal Year

All values are in USD

Note: 2021 vs 2020 is not a part of pivot table

	Quarters																
	Q1			Q1 Total	Q2			Q2 Total	Q3			Q3 Total	Q4			Q4 Total	Grand Total
Metrics	Sep	Oct	Nov		Dec	Jan	Feb		Mar	Apr	May		Jun	Jul	Aug		
Net Sales	44.8M	54.6M	74.3M	173.8M	78.1M	44.8M	41.8M	164.7M	44.0M	43.5M	44.4M	131.9M	41.5M	44.0M	43.0M	128.6M	598.9M
COGS	28.4M	34.7M	47.4M	110.4M	49.8M	28.4M	26.5M	104.7M	28.0M	27.7M	28.1M	83.8M	26.4M	28.0M	27.4M	81.8M	380.7M
Gross Margin	16.4M	19.9M	27.0M	63.3M	28.3M	16.4M	15.3M	60.0M	16.0M	15.8M	16.3M	48.1M	15.1M	16.0M	15.6M	46.7M	218.2M
GM%	36.7%	36.5%	36.3%	36.5%	36.3%	36.7%	36.5%	36.4%	36.4%	36.3%	36.6%	36.4%	36.4%	36.4%	36.3%	36.4%	36.4%



Net Sales
Comparision

21 vs 20	162.1%	164.7%	159.1%	161.6%	161.0%	161.4%	162.5%	161.5%	1981.6%	461.2%	347.0%	566.0%	178.6%	173.9%	160.3%
20 vs 19	164.6%	156.6%	167.3%	163.2%	161.5%	162.8%	162.0%	162.0%	-67.1%	22.7%	53.1%	3.0%	140.7%	148.0%	162.0%