



## FILTERS

region All  
market All  
division All  
customer All  
FY Year 2019

**P&L BY  
QUARTERS**  
All units are in USD

Metrics	Quarter				Grand Total
	Q1	Q2	Q3	Q4	
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  
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FY Year 2020

**All units are in USD**

Metrics	Quarter				Grand Total
	Q1	Q2	Q3	Q4	
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  
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FY Year 2021

**All units are in USD**

Metrics	Quarter				Grand Total
	Q1	Q2	Q3	Q4	
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

<b>21 vs 20</b>	165.8%	165.1%	577.2%	173.0%	208.6%
<b>20 vs 19</b>	181.3%	180.2%	9.5%	170.5%	140.8%

**Do not modify pivot table**