

FILTERS

region All
market All
division All
customer All
FY **2019**

P & L

By Fiscal Months

(All values in USD)

NOTE: Do not modify the Pivot Table

	Quarters				
	Q1	Q2	Q3	Q4	Grand Total
Matrics					
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 **2020**

P & L

By Fiscal Months

(All values in USD)

	Quarters				
	Q1	Q2	Q3	Q4	Grand Total
Matrics					
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
division All
customer All
FY **2021**

P & L
By Fiscal Months
(All values in USD)

	Quarters				
	Q1	Q2	Q3	Q4	Grand Total
Metrics					
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

21 vs 20	161.6%	161.5%	566.0%	170.7%	204.5%
20 vs 19	163.2%	162.0%	3.0%	150.3%	124.8%



