

FILTER

market All
division All
region All
customer All
FY 2019

P & L**By Fiscal Months****All values are in USD**

NOTE:- Do not modify the pivot table

	Quarters																Grand Total
Metrics	Q1	Q2			Q3			Q4									
	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	87.5m				
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

market All
division All
region All
customer All
FY 2020

P & L**By Fiscal Months****All values are in USD**

	Quarters																Grand Total
Metrics	Q1	Q2			Q3			Q4									
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug					
Net sales	17.1m	20.6m	28.7m	29.9m	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%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%				

FILTER

market All
division All
region All
customer All
FY 2021

P & L**By Fiscal Months****All values are in USD**

	Quarters																Grand Total
Metrics	Q1	Q2			Q3			Q4									
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug					
Net sales	44.8m	54.6m	74.3m	78.1m	44.8m	41.8m	44.0m	43.5m	44.4m	41.5m	44.0m	43.0m	598.9m				
COGS	28.4m	34.7m	47.4m	49.8m	28.4m	26.5m	28.0m	27.7m	28.1m	26.4m	28.0m	27.4m	380.7m				
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**

2021 VS 2020	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%					
2020 VS 2021	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%					









































